



# HP2-N46<sup>Q&As</sup>

Selling HP Automation and Cloud Management Software Solutions

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#### QUESTION 1

Which customer profile is the best target for HP Software Process Orchestration solutions? (Select three.)

- A. customers with poor communication and hand-off between IT domains
- B. customers with a heavy reliance on proprietary scripting methods
- C. customers failing SLAs due to high mean time to repair (MTTR)
- D. customers who want a modern and powerful virtual user generator
- E. customers who want to cut costs by reducing application performance issues in production customers with high server-to-administrator ratios

Correct Answer: ABE

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#### QUESTION 2

A customer has purchased HP Server Automation Premium Edition and is undergoing a rapid expansion with server growth that is going to exceed 5,000. Which solution should you suggest?

- A. HP Operations Orchestration
- B. HP Quality Center
- C. HP Server Automation Ultimate Edition
- D. HP SiteScope

Correct Answer: A

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#### QUESTION 3

Which HP CloudSystem Enterprise Starter Suite value best resonates with the persona involved in Transforming Service Delivery?

- A. upgrades a CloudSystem Enterprise system to a CloudSystem Matrix environment
- B. helps you visualize, optimize, and plan performance in virtualized and cloud environments
- C. provides a self-service portal in order to deliver services from multiple providers
- D. enables comprehensive patching of physical and virtual farms

Correct Answer: B

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#### QUESTION 4



Which Task Automation IT process is supported by the HP Server Automation Premium Edition solution?

- A. self-service delivery of public cloud services
- B. exploration simplification of semi-structured and "dark data"
- C. fast and reliable provisioning of UNIX-based operating systems
- D. fast and reliable distribution of Linux OS patches

Correct Answer: D

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#### QUESTION 5

A customer has purchased Server Automation Ultimate Edition and also uses HP Operations Manager.

What is a natural up-sell for this customer?

- A. HP Operations Orchestration
- B. HP Quality Center
- C. HP Performance Center
- D. HP Vertica

Correct Answer: D

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