

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

Selling HP Automation and Cloud Management Software Solutions

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#### **QUESTION 1**

Which key customer persona is most likely involved in Automation and Cloud Management buying decisions?

- A. CIO
- B. system administrator
- C. CTO
- D. CSO

Correct Answer: C

#### **QUESTION 2**

What are the primary competitive differentiators for HP Database and Middleware Automation that differentiates HP from its competitors? (Select two.)

- A. superior security of physical and virtual environments that host database estates
- B. superior root-cause analysis that maintains accuracy for databases and application servers
- C. provides database and middleware lifecycle management
- D. out-of-the-box content based on industry best practices
- E. broader database and middleware vendor support

Correct Answer: BD

### **QUESTION 3**

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

#### **QUESTION 4**



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What is the correct value proposition for the HP Software Server Automation Ultimate Edition solution?

A. reduces downtime and mean time to repair (MTTR) through root-cause analysis that maintains accuracy for dynamic networks

B. provides secure, scalable, and automated server configuration and lifecycle management for the enterprise hybrid data center

C. consolidates and correlates server fault and performance events across the entire physical and virtual IT infrastructure

D. integrates server monitoring and universal log management further reducing the time to troubleshoot tough-to-diagnose problems

Correct Answer: B

#### **QUESTION 5**

Which Task Automation challenges are faced by operations personnel and solved by HP Server Automation Premium Edition? (Select two.)

- A. How can I improve time-to-value in the provisioning of application development environments?
- B. How can I pre-empt problems before they cause an outage?
- C. How do I guarantee my service desk tickets are prioritized?
- D. How can I distribute security updates (patches) in my environment in an agile and reliable manner?
- E. How can I better monitor security breaches?

Correct Answer: AD

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