



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

Selling HP Automation and Cloud Management Software Solutions

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### QUESTION 1

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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### QUESTION 2

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

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### QUESTION 3

You are talking to a customer and the discussion centers around Transforming Service Delivery. The customer says that they are not yet ready to move to the cloud because they have security concerns, and they cannot risk their data becoming inaccessible.

What is the best way to respond to this objection?

- A. I agree, most of our customers were cautious about the cloud, but their fears have proven to be unfounded.
- B. With the HP private cloud solution, we can help you accelerate service delivery and ensure security and accessibility.
- C. Inaccessibility was an issue in the past, but with network and bandwidth improvements, internet downtime is now a rarity.
- D. We have monitoring solutions that can assess the availability and performance of an external public cloud provider.

Correct Answer: B

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#### QUESTION 4

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 5

You are in front of a customer, and the discussion centers around Process Orchestration. The customer says that they do not have the budget to purchase more software.

What is the best way to respond to this objection?

- A. Is there anyone else in the organization that is able to make that type of buying decision?
- B. Can you afford to continue with existing inefficiencies and broken processes?
- C. We can help you offset that cost by reducing head-count
- D. We can reduce your OPEX by making your IT staff more efficient in managing routine day- to-day tasks.

Correct Answer: B

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