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QUESTION 1

Which primary benefit does HP Service virtualization provide to the director of quality assurance?

A. Virtualization improves test execution efficiency by removing scheduling constraints from the testing team

B. Virtualization directly affects customer satisfaction in case of system outages or degraded levels of operations.

C. Virtualization reduces IT costs and helps to modernize applications

D. Virtualization improves customer quality, improving collaboration.

Correct Answer: A

QUESTION 2

What is the value of the HP SaaS offering for Application Lifecycle Management to a customer with cost concerns?

A. It can demonstrate a faster time to value and have lower TCO.

B. It has user functionality that the on-premise option does not provide

C. It can improve all aspects of lifecycle management.

D. It reduces the amount of functional testing that an organization needs to automate.

Correct Answer: B

QUESTION 3

The CFO of an organization has raised concerns about the cost of the HP Quality Management solution and its return on investment. Which factor should be considered most important to include in addressing these concerns\\'?\\'

A. HP can reduce time and costs of testing with automation while also improving customer satisfaction and the overall quality of software delivery.

B. HP solutions can reduce costs of delivery for an organization, and HP offers special financing and discounts for enterprise customers

C. HP Quality Center is an open platform that allows application teams to work in a single environment without having to manage multiple tools, and HP professional services can accelerate time to value.

D. HP Quality Management offerings help organizations reduce up-front costs and realize an average savings in quality management of 20% to 40% with a lower total cost of ownership.

Correct Answer: A

QUESTION 4

Which discovery question will likely assist in understanding an organization\\\'s pain point that can be

addressed by an HP Lifecycle Management solution?

A. Is it difficult for the organization to monitor application performance and availability in real time?

B. Are organizational silos impeding the process of planning, delivery, and hand off to operations?

C. Can project and portfolio management be leveraged to improve business results?

D. Is it difficult for the organization to monitor user mobile application performance and availability in real time?

Correct Answer: B

QUESTION 5

Which discovery question will likely assist you in understanding the critical business issues of an organization and in establishing the business case for an HP Lifecycle Management solution?

A. What is the cost of downtime of your mission critical applications?

B. What technology do you use in your current projects\\\'?

C. Who owns the testing effort internally?

D. How close together are your development and testing teams?

Correct Answer: A

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