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QUESTION 1

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 2

Which HP Operations Orchestration value best resonates with the persona involved in Process Orchestration?

- A. consolidates and correlates fault and performance events across the entire physical and virtual IT infrastructure
- B. monitors tasks and processes in the data center using workflows that help IT teams observe change with greater speed, quality, reliability, and consistency
- C. a repeatable, scalable, automatable way to manage technical policy and reusable services
- D. automates tasks and processes in the data center using workflows that help IT teams execute change with greater speed, quality, reliability, and consistency

Correct Answer: A

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

QUESTION 4

Which Task Automation, database, and middleware management challenge is faced by the VP of Ops and solved by the HP Database and Middleware Automation solution?

- A. high database-to-administrator ratio
- B. low database-to-administrator ratio
- C. database and middleware-related-incident ticket management
- D. unauthorized security breaches of environments hosting back-end databases

Correct Answer: A

QUESTION 5

Which question is best used to qualify a Transforming Service Delivery opportunity?

- A. Is there a drive to accelerate delivery of infrastructure and platform environments for the line- of-business?
- B. Are you able to trace real user transactions across application tiers to speed resolution times?
- C. Are you able to capture time value of data, coupled with immediate rich analytics insight?
- D. Are you spending more time gathering and formatting data and less time on results analysis?

Correct Answer: A

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