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

Selling HP Automation and Cloud Management Software Solutions

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**QUESTION 1**

What is the correct value proposition for the HP Software Database and Middleware Automation solution?

A. monitors administrative tasks such as provisioning, compliance, patching, and release management associated with databases and application servers

B. reduces downtime and mean time to repair (MTTR) through root-cause analysis that maintains accuracy for databases and application servers

C. prevents unauthorized security breaches of environments hosting back-end databases

D. delivers industry-standard best practices to address challenges around compliance, middleware, and database patching, and code release

Correct Answer: A

**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**

Which HP Server Automation Premium value best resonates with the persona involved in Task Automation?

A. comprehensive and continuous compliance auditing and remediation

B. integration of server monitoring and universal log management, further reducing the time to troubleshoot tough-to-diagnose problems

C. prevention of issues by detecting bottlenecks and obtaining an accurate picture of end-to-end system performance

D. virtualization of production network conditions to accurately emulate and test application performance

Correct Answer: A

**QUESTION 4**

Which HP Cloud Service Automation value best resonates with the persona involved in Transforming Service Delivery?

A. offers a repeatable, scalable, automatable way to manage technical policy and reusable services

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

C. provides an extensible, enterprise-grade, service lifecycle management system

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: D

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**QUESTION 5**

Who is a major competitor to HP Server Automation Ultimate Edition, and what differentiates its capabilities for Task Automation from those of the competitor?

A. BMC: The Server Automation Ultimate Edition differentiator is that it offers automated compliance remediation.

B. IBM: The Server Automation Ultimate Edition differentiator is that it provides server lifecycle management

C. VMware: The Server Automation Ultimate Edition differentiator is that it supports 100.000+ physical and virtual environments.

D. Microsoft: The Server Automation Ultimate Edition differentiator is that it provides server patch management.

Correct Answer: A

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**QUESTION 6**

Which Task Automation discovery questions should you ask an IT executive in order to uncover a Database and Middleware Management pain point? (Select two.)

A. What challenges do you have in maintaining the patching and upgrading of your database and middleware estate?

B. Do you have the ability to integrate database fault, availability, performance, and configuration management?

C. Do you have challenges securing the environments that host your database systems?

D. How do you guarantee that your database-related service desk tickets are prioritized?

E. Are you heavily reliant on senior Database administrators and proprietary scripting mechanisms?

Correct Answer: AE

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**QUESTION 7**

Which discovery questions should you ask an IT executive to uncover Task Automation opportunities? (Select two.)

A. Are you able to trace real user transactions across application tiers to speed resolution times?

B. Do you have the ability to integrate server fault, availability, performance, and configuration management?

C. Are you looking to accelerate query performance with a column-oriented, pattern-matching technology?

D. What are your challenges regarding regulatory and enterprise standard compliance fulfilment?

E. How quickly and easily can you deploy security patches?

Correct Answer: DE

QUESTION 8

Which discovery question allows you to identify a customer\\'s critical business issue in terms of inefficiencies associated with Process Orchestration?

A. Do you have poor visibility into network device inventory and configuration changes?

B. Are you experiencing high resource costs due to high database-to-administrator ratios?

C. How many alerts do you have in a day and how many are unnecessarily escalated?

D. Are you able to prioritize infrastructure investments based on key performance indicators?

Correct Answer: B

QUESTION 9

Which Transforming Service Delivery IT process is supported by the HP Software CloudSystem Enterprise Starter Suite?

A. automation of the patch, compliance, and configuration management of network devices

B. dashboard view of key performance indicators for cloud environments

C. aggregated point tool management optimization

D. provisioning of database and middleware services as well as infrastructure

Correct Answer: D

QUESTION 10

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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