



**Vendor:** HP

**Exam Code:** HP2-N46

**Exam Name:** Selling HP Automation and Cloud  
Management Software Solutions

**Version:** DEMO

### QUESTION 1

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?

**Answer:** AE

**Explanation:**

<http://www8.hp.com/us/en/software-solutions/software.html?compURI=1175651#.U8V1Ro2SxUM>(first para)

### QUESTION 2

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

**Answer:** D

**Explanation:**

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6406ENW.pdf>(page 7, second last para)

### QUESTION 3

Which customer profile is the best target for HP Software Task Automation solutions? (Select three.)

- A. customers who want to provide traceability from performance requirements to defects
- B. customers looking to pinpoint the root causes of application issues
- C. customers struggling to patch their Oracle database estate on a regular basis
- D. customers with 2,000+ Windows/Linux servers
- E. customers with high database-to-administrator ratios
- F. customers with low server-to-administrator ratios

**Answer:** CDE

### QUESTION 4

Which specific challenges are faced by operations personnel and solved by the HP Software Database and Middleware Automation solution? (Select two.)

- A. error-prone and resource-intensive patching of the Oracle database estate

- B. no visibility from the database layer down to the spindle layer
- C. no system in place to capture time value of data, coupled with immediate rich analytics insight
- D. unauthorized security breaches of environments hosting back-end databases
- E. senior database administrators who are highly reliant on scripting mechanisms

**Answer:** AC

#### QUESTION 5

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

**Answer:** A

**Explanation:**

<http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-6486ENW.pdf>(page 1, see figure 1)

#### QUESTION 6

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?

**Answer:** DE

#### QUESTION 7

What is the primary capability of the HP Server Automation Ultimate Edition solution that differentiates HP from its competitors?

- A. Server Automation Ultimate Edition is highly scalable, managing 100,000+ servers.
- B. Server Automation Ultimate Edition provides regulatory compliance for globally distributed data centers.
- C. Server Automation Ultimate Edition enables the distribution of Microsoft security updates.
- D. Server Automation Ultimate Edition automates server lifecycle management.

**Answer:** B

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