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QUESTION 1

In a customer conversation, which differentiator for Cloud Service Automation should you emphasize that clearly distinguishes HP from competitors?

A. provides end-to-end application provisioning

B. drives new levels of resource utilization and staff productivity by integrating virtualized IT services

C. provides cloud services that are located behind an organization\\\'s firewall

D. facilitates hand-off between IT silos

Correct Answer: A

QUESTION 2

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 3

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

QUESTION 4

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

A. need to significantly increase server-to-administrator ratios due to a large increase in virtual server estate

B. lacking a pro-active performance monitoring solution for public cloud environments

C. no single-view into the customer\\'s hybrid, heterogeneous, distributed data centers

D. no automatic tracking of storage utilization at array, switch, volume, and application level

E. inability to audit Cisco routers down to the keystroke change level

Correct Answer: AC

QUESTION 5

Which HP CloudSystem Enterprise Starter Suite value best resonates with the persona involved in Transforming Service Delivery?

A. upgrades a CloudSystem Enterprise system to a CloudSystem Matrix environment

B. helps you visualize, optimize, and plan performance in virtualized and cloud environments

C. provides a self-service portal in order to deliver services from multiple providers

D. enables comprehensive patching of physical and virtual farms

Correct Answer: B

QUESTION 6

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

Correct Answer: CDE

QUESTION 7

Which Transforming Service Delivery challenges are faced by the VP of Ops and solved through the HP Cloud Service Automation solution? (Select three.)

A. pressure on IT operations to accelerate service delivery

B. no mechanism to provide self-service delivery utilizing multiple providers

C. inability to audit and remediate network devices

D. inability to pre-empt problems before they cause an outage

E. no system to timely distribute Microsoft security updates

F. lack of governance due to shadow IT

Correct Answer: ABD

QUESTION 8

Which specific challenge is faced by operations personnel and solved by the HP Software Cloud Service Automation solution?

A. inability to trace real user transactions across application tiers to speed resolution time

B. procurement by the line-of-business of external Public Cloud services that are not directly under the control of corporate IT

C. no system to track storage utilization at array, switch, volume, and application level

D. need to fix vulnerabilities on network devices using an integrated security alert service

Correct Answer: D

QUESTION 9

Which key use cases are best addressed by HP Software solutions for Task Automation? (Select two.)

A. enabling IT as a service provider

B. audit IT compliance and remediation

C. provision and patching

D. self-healing remediation

E. building and operating private cloud

Correct Answer: BC

QUESTION 10

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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