

QUESTIONS & ANSWERS

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HP

HP2-N34

Selling HP BusinessService Automation Solutions

QUESTION: 47

Which question is best used to qualify a Network Automation opportunity?

- A. Do you have poor visibility into network device inventory and configuration changes?
- B. Do you currently have a system to consolidate network device monitoring tools?
- C. How often do customers complain about an application response time?
- D. Are you able to prioritize network infrastructure investments based on key performance indicators?

Answer: A

QUESTION: 48

Which Server Automation discovery question is best to ask an IT executive in order to uncover a pain point?

- A. Are you able to monitor server health, applications, infrastructure, and networks from one console?
- B. Are you able to proactively detect and isolate server bottlenecks?
- C. How long does a complete OS migration of your client infrastructure take on average?
- D. Are you able to manage regulatory and enterprise standard compliance in a timely manner on all your servers?

Answer: C

QUESTION: 49

Which HP value best resonates with the persona involved in client management?

- A. end-to-end transaction and service level management through proactive end-user monitoring
- B. highly scalable, desired-state automated configuration, compliance and patch management of end-user devices
- C. desired-state provisioning and configuration of application development environments
- D. comprehensive monitoring and root-cause analysis of cross-domain client infrastructures

Answer: B

QUESTION: 50

Which client management challenges are faced by operations personnel and solved through Business Service Automation's Client Automation solution? (Select two.)

- A. How can I ensure, in a timely manner, that my end-user devices are complying with external and internal standards?
- B. How do I guarantee my client service desk tickets are prioritized?
- C. How can I better monitor security breaches?
- D. How can I reduce the time spent on migrating the operating systems on my end-user devices?
- E. How can I respond rapidly to core server disaster recovery scenarios?

Answer: A, ?



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