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QUESTION 1

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 2

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 3

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

QUESTION 4

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 5

Which HP Database and Middleware Automation value best resonates with the persona involved in Task Automation?

- A. security of virtual farms hosting clustered database systems
- B. end-to-end transaction and service level management through proactive end-user monitoring
- C. delivery of industry-standard best practices and subject matter expertise
- D. time value of data capture, coupled with immediate rich analytics insight

Correct Answer: A

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