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QUESTION 1

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 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

Correct Answer: D

QUESTION 3

Which question is best used to qualify a Transforming Service Delivery opportunity?

- A. Is there a drive to accelerate delivery of infrastructure and platform environments for the line- of-business?
- B. Are you able to trace real user transactions across application tiers to speed resolution times?
- C. Are you able to capture time value of data, coupled with immediate rich analytics insight?
- D. Are you spending more time gathering and formatting data and less time on results analysis?

Correct Answer: A

QUESTION 4

Which Task Automation, database, and middleware management challenge is faced by the VP of Ops and solved by

the HP Database and Middleware Automation solution?

- A. high database-to-administrator ratio
- B. low database-to-administrator ratio
- C. database and middleware-related-incident ticket management
- D. unauthorized security breaches of environments hosting back-end databases

Correct Answer: A

QUESTION 5

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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