



Vendor: HP

Exam Code: HP2-N37

Exam Name: Selling Hp Converged Management and
Security Solutions

Version: DEMO

QUESTION 1

What are the best discovery questions to ask in order to uncover an on-ramp cloud-enabled data center opportunity? (Select two.)

- A. Do you suffer from high server-administrator ratios?
- B. Are you able to auto-generate smart documentation to improve defect communication?
- C. Are you able to pre-empt events before they cause an outage?
- D. Are you able to track infrastructure changes? When and where?
- E. Are you able to manage compliance from infrastructure to applications?

Answer: DE

QUESTION 2

Which key challenges in a complex cloud environment does Business Service Automation meet? (Select two.)

- A. Accelerated provisioning of dev/test environments
- B. Cloud vendor supplier management
- C. Pre-empting events before they cause an outage
- D. Performance test management
- E. Lifecycle management within virtual environments

Answer: AE

QUESTION 3

Which question is best used to qualify a Database and Middleware opportunity with regards to a customer evolving from Infrastructure as a Service to Platform as a Service?

- A. Once the virtual server has been provisioned for application development, how long does it take to provision the database and application server stack?
- B. How often does one team work on an application server issue and then realize another team worked on the same issue?
- C. How do you handle platform mirroring and defect annotation within the database and application server stack?
- D. How do you handle quality assurance test management in multi-tiered platforms?

Answer: A

QUESTION 4

Which value proposition describes the primary capability supported by HP's Server Automation solution?

- A. Server Automation provides automated business-service-driven reporting capabilities, enabling you to quickly consolidate operational and performance data from multiple technology domains.
- B. Server Automation offers lifecycle server management, reducing cost and risk by automating tasks such as provisioning, patching, configuration management, and compliance management.
- C. Server Automation provisions all components of the converged infrastructure within HP's CloudSystem environments.
- D. Server Automation offers centralized server event processing and correlation leading to significant reduction in the duplication of root-cause analysis effort

Answer: B

Explanation:

<http://www.resultspositive.com/cloud>(click the second tab 'cloud system enterprise starter suite' and see hp server automation enterprise plus)

QUESTION 5

Which key areas are affected by the complexity of servicing and supporting a constantly changing and evolving cloud environment in today's requirements for Business Service Management? (Select two.)

- A. IT architectures
- B. Applications
- C. Managing your physical assets
- D. Visio diagrams
- E. Test plan management

Answer: BE

QUESTION 6

HP's Operations Orchestration provides which key differentiator for provisioning cloud services?

- A. A runbook automation authoring environment
- B. Rich out-of-the-box content with over 4000 workflows
- C. Reduced risk and errors during change execution
- D. An interface facilitating the creation of workflows

Answer: C

Explanation:

<http://www8.hp.com/us/en/software-solutions/software.html?compURI=1170673#.UhY0AGQS2Qk>(see key benefits)

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