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Exam : **HP2-N37**

Title : Selling Hp Converged
Management and Security
Solutions

Version : Demo

1.What is HP Converged Cloud comprised of?
A. Converged Infrastructure as a Service, Converged Management and Security, and Converged Information
B. Converged Services. Converged Management and Security, and Converged Information
C. Solutions that include premise components
D. Infrastructure, operations, and applications
Answer: D

2.What makes HP Converged Cloud uniquely positioned?
A. Best in class people, processes, and technology
B. Best in class experience, point solutions, and private cloud offerings
C. Best in class products, private cloud, closed architecture, and experience
D. Best in class technology, hybrid delivery, open/extensible/architecture, and experience
Answer: D

3.According to HP, what are the needs of business and government today? (Select three)
A. Accelerating cost
B. Enhancing agility
C. Improving financial management
D. Leveraging diversification
E. improving customization
F. Speeding innovation
Answer: B,C,F

4.What is a common path to Converged Cloud?
A. Cloud governance
B. Cloud infrastructure
C. Cloud-enabled datacenter
D. Cloud performance dashboards
Answer: B

5.Which major trend does HP believe is driving cloud adoption?
A. CIO scorecards and KPIs
B. Application transformation and agile delivery of services
C. Outsourced service management and quality assurance
D. Application portfolio consolidation
Answer: B

6.HP Converged Cloud combines private, managed, and public cloud environments with traditional IT infrastructure to deliver an experience built around which focused set of principles?
A. Performance, availability, and quality
B. Choice, confidence, and consistency
C. Operations, execution, and delivery
D. provide unparalleled choice, confidence in the solution and provide consistency

Answer: C

7.For organizations embracing cloud services as a business strategy and key delivery model that can increase their ability to tackle organizational challenges, what impact does this have on IT?
A. IT Governance anywhere
B. Infrastructure anywhere, Applications anywhere, information anywhere, services anywhere
C. Security anywhere, Governance anywhere
D. Applications anywhere, Operations anywhere
Answer: B

8.For organizations just starting to embrace cloud, what are the challenges of the evolving current state of hybrid delivery? (Select two.)
A. Reduced business insight
B. Improved time to market
C. Different management and security framework
D. Reduced complexity
E. Disparate architectures
Answer: C,E

9.Every 7-10 years, shifts in technology development and delivery have fundamentally changed both the way technology is consumed and the value it brings to business.
What are examples of these shifts?
A. Desktop installations
B. Mobile, social, big data, and the cloud
C. Centralizedcomputing, Privatization,mainframe
D. The internet
Answer: B

10.According to HP. what are the IT imperatives for organizations delivering services anywhere via hybrid delivery? (Select three.)
A. Managing service providers and business expectations
B. Building and consuming the right mix of services based on service requirements
C. Initiating the right blend of private and off-premise services
D. Creating a private cloud environment
E. Leveraging the best of traditional IT, private, managed, and public cloud
F. Managing and securing a hybrid environment to reap value and mitigate risk
Answer: B,C,E