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Exam : HP2-N46

**Title : Selling HP Automation and
Cloud Management
Software Solutions**

Version : DEMO

1.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?

Answer: A,E

Reference:<http://www8.hp.com/us/en/software/solutions/software.html?compURI=1175651#.U8V1Ro2SxUM>(first para)

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

Answer: D

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6406ENW.pdf>(page 7, second last para)

3.Which customer profile is the best target for HP Software Task Automation solutions? (Select three.)

- A. customers who want to provide traceability from performance requirements to defects
- B. customers looking to pinpoint the root causes of application issues
- C. customers struggling to patch their Oracle database estate on a regular basis
- D. customers with 2.000+ Windows/Linux servers
- E. customers with high database-to-administrator ratios
- F. customers with low server-to-administrator ratios

Answer: C,D,E

4.Which specific challenges are faced by operations personnel and solved by the HP Software Database and Middleware Automation solution? (Select two.)

- A. error-prone and resource-intensive patching of the Oracle database estate
- B. no visibility from the database layer down to the spindle layer
- C. no system in place to capture time value of data, coupled with immediate rich analytics insight
- D. unauthorized security breaches of environments hosting back-end databases
- E. senior database administrators who are highly reliant on scripting mechanisms

Answer: A,C

5.Which HP Server Automation Premium value best resonates with the persona involved in Task Automation?

- A. comprehensive and continuous compliance auditing and remediation
- B. integration of server monitoring and universal log management, further reducing the time to

troubleshoot tough-to-diagnose problems

C. prevention of issues by detecting bottlenecks and obtaining an accurate picture of end-to-end system performance

D. virtualization of production network conditions to accurately emulate and test application performance

Answer: A

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-6486ENW.pdf>(page 1, see figure 1)