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Exam : HP2-N34

Title : Selling HP BusinessService
Automation Solutions

Vendors : HP

Version : DEMO

NO.1 Which HP value best resonates with the persona involved in storage management?

- A. provides aggregated point tool management
- B. prevents unauthorized access to data residing on storage devices
- C. provides accurate and predictable vendor supplier management
- D. provides visibility into your storage space from the application layer down to the spindle

Answer: D

NO.2 Which question is best used to qualify a Network Automation opportunity?

- A. Do you have poor visibility into network device inventory and configuration changes?
- B. Do you currently have a system to consolidate network device monitoring tools?
- C. How often do customers complain about an application response time?
- D. Are you able to prioritize network infrastructure investments based on key performance indicators?

Answer: A

NO.3 Which key customer personas are most likely associated with and involved in Business Service Automation? (Select two.)

- A. Director of Infrastructure and Operations
- B. Chief Technology Officer
- C. Vice President of Operations
- D. Chief Information Officer
- E. Security and Compliance Officer

Answer: C,D

NO.4 Which IT processes are supported by the Business Service Automation solutions? (Select two.)

- A. prioritizing incident management
- B. automating asset and license management
- C. speeding mean-time-to-resolution (MTTR)
- D. providing alerts to system abnormalities and events before they cause an outage
- E. reducing human error created by manual scripting processes

Answer: B,C

NO.5 Which question is best used to qualify a Server Automation opportunity?

- A. Are you able to promptly conform to external and internal regulatory standards required for your server environment?
- B. How often does one team work on a problem and then realize another team worked on the same issue?
- C. Are you able to view dependencies among applications, business services, and infrastructure—physical and virtual?
- D. Are you able to proactively detect and isolate server bottlenecks?

Answer: A

NO.6 Which question is best used to qualify a Network Automation opportunity?

- A. Do you have poor visibility into network device inventory and configuration changes?

- B. Do you currently have a system to consolidate network device monitoring tools?
- C. How often do customers complain about an application response time?
- D. Are you able to prioritize network infrastructure investments based on key performance indicators?

Answer: A

NO.7 Which IT process is supported by the Business Service Automation (BSA) Network Automation solution?

- A. BSA Network Automation enables the automated configuration of HP-specific network devices.
- B. BSA Network Automation maintains an industry proven practice to create a semi-automated process supporting its limited cross-domain functionality and predictive analytics reporting.
- C. BSA Network Automation ensures automated compliance of physical network devices only
- D. BSA Network Automation enforces network device policies and compliance standards in a heterogeneous network environment.

Answer: D

NO.8 How does HP address customer business challenges through its Operations Orchestration (OO) solution?

- A. OO monitors alerts, service health, applications, infrastructure, and networks from one console.
- B. OO anticipates real IT issues with service intelligence and analytics.
- C. OO monitors performance and availability in the data center using workflows that help IT teams execute change with greater speed, quality, and consistency.
- D. OO automates the tasks and processes in the data center using workflows that help IT teams execute change with greater speed, quality, and consistency.

Answer: C

NO.9 Which storage management challenges are faced by the Storage Administrator and solved through Business Service Automation's Storage Essentials solution? (Select two.)

- A. disparate vendor point tools
- B. vendor supplier management
- C. unauthorized access of data on storage devices
- D. storage device event monitoring
- E. utilization visibility

Answer: A,C

NO.10 Which capabilities of HP Software's Operations Orchestration solution help customers achieve their goals? (Select two.)

- A. provides proactive detection and isolation of server bottlenecks
- B. views dependencies among applications, business services, and infrastructure—physical and virtual
- C. reduces risk and errors during change execution
- D. identifies root-cause IT problems in operational events
- E. reduces operational costs with automation of common tasks and processes

Answer: C,E