

HP

Exam HP2-N37

Selling Hp Converged Management and Security Solutions:

Version: 6.0

[Total Questions: 50]

Question No : 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

Reference:<https://www.hpcloud.com/content/hps-converged-cloud-architecture>(5th bulleted point on the page)

Question No : 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

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6946ENW.pdf>(see page 4 and 5)

Question No : 3

According toHP,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

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6524ENW.pdf>(page 2, 4thpara)

Question No : 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

Question No : 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

Question No : 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

Reference:<http://h10124.www1.hp.com/campaigns/enterprise/converged-cloud/us/en/4AA4-0797ENW.pdf>(page 3, see announcing HP converged cloud)

Question No : 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

Reference:<http://h10124.www1.hp.com/campaigns/enterprise/converged-cloud/us/en/4AA4-0797ENW.pdf>(see page 2, see the first heading on the page)

Question No : 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