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HP2-N48

Selling HP SaaS Solutions

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QUESTION NO: 1

With which security criteria do the HP SaaS services comply?

- A. with all local security criteria
- B. with ISO 27001 only
- C. with many security standards, including ISO27001 and US Safe Harbor
- D. with all common security measures for cloud-based and SaaS services

Answer: B

Reference:<http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA3-8504ENW.pdf>(page 5)

QUESTION NO: 2

Who should the partner connect with in the HP organization to initiate the provisioning of the customer's environment once a SaaS sale is completed?

- A. Partner Business Manager
- B. HP Customer Support (GSD)
- C. SaaS Solution Manager
- D. SaaS Service Operation Center (SOC)

Answer: A

Explanation:

QUESTION NO: 3

Which HP offering is only available with HP SaaS?

- A. HP Quality Center
- B. HP Project and Portfolio Management Center
- C. HP App Pulse
- D. HP Performance Center

Answer: D

Reference:<http://static.ziftsolutions.com/files/8adaf1d14130c0720141380345fb6e61.pdf>(page 3)

QUESTION NO: 4

What are the differences between an HP SaaS Service and perpetual licenses?

- A.** Both are assets owned by the client, but HP SaaS service is owned for a limited time period only.
- B.** Perpetual licenses are an asset that is owned by the client; SaaS service cannot be considered a client asset.
- C.** HP SaaS Service can be deployed on premise or on HP infrastructure, perpetual licenses must be installed on premise only.
- D.** The HP Software perpetual licenses include support and a Customer Success Manager to ensure deployment success; HP SaaS Service do not.

Answer: D

Explanation:

QUESTION NO: 5

When proposing an HP SaaS solution, what should be emphasized to ensure that the client receives a successful outcome? (Select two.)

- A.** the discount levels of the HP SaaS subscription and the partner Client Success Manager costs
- B.** that subscription periods are completely flexible
- C.** that the solution datasheet is inspected so that a clear understanding of the service is obtained
- D.** that the delivery timescales are expressed as "working days"
- E.** how the client should report pay-per-use metrics

Answer: C,D

Explanation:

QUESTION NO: 6

Which statements are accurate examples of drivers for HP SaaS? (Select three.)

- A.** A client wants to consolidate their licenses across multiple sites into a single maintenance renewal.
- B.** A client undertakes an acquisition and wants to quickly consolidate applications.
- C.** A client's CIO intends to implement a cloud-based strategy.
- D.** A client faces upgrades challenges and is suffering from capital expenditure cuts.
- E.** A client refreshes their datacenter and wants to host an HP SaaS solution.

F. A client wants a lower cost on-premise solution.

Answer: B,C,D

Explanation:

QUESTION NO: 7

What is a natural up sell opportunity when a client is purchasing APM on SaaS?

- A. Real User Monitoring Probes
- B. HP PPM on SaaS
- C. Service Any where
- D. Site Seer

Answer: A

Explanation:

QUESTION NO: 8

Which resource should partners' organizations use to administer user accounts?

- A. HP Website
- B. HP Support Portal
- C. HP Enterprise Services Portal
- D. PartnerPortal

Answer: D

Explanation:

QUESTION NO: 9

Which activities are the responsibility of the partner organization during on boarding? (Select three.)

- A. negotiating ad-hoc service levels
- B. managing the on boarding project
- C. coordinating with the PSM to ensure everything is delivered as contracted
- D. involving HP Professional Services