



# ITTEST

QUESTION & ANSWER

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**Exam** : **HP2-N48**

**Title** : **Selling HP SaaS Solutions**

**Version** : **DEMO**

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**

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

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**

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**

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

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**

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**