

# PASSTCERT

QUESTION & ANSWER

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**Exam : HP2-N37**

**Title : Selling Hp Converged  
Management and Security  
Solutions**

**Version : Demo**

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**

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**

3.According to HP, 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**

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**

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**

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**

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**

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

**Answer: C,E**

9.Every 7-10 years, shifts in technology development and delivery have fundamentally changed both the way technology is consumed and the value it brings to business.

What are examples of these shifts?

- A. Desktop installations
- B. Mobile, social, big data, and the cloud
- C. Centralized computing, Privatization, mainframe
- D. The internet

**Answer: B**

10.According to HP. what are the IT imperatives for organizations delivering services anywhere via hybrid delivery? (Select three.)

- A. Managing service providers and business expectations
- B. Building and consuming the right mix of services based on service requirements
- C. Initiating the right blend of private and off-premise services
- D. Creating a private cloud environment
- E. Leveraging the best of traditional IT, private, managed, and public cloud
- F. Managing and securing a hybrid environment to reap value and mitigate risk

**Answer: B,C,E**