

Selling HPE IT Operations Management Solutions

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[Total Questions: 10]

Question No:1

What opportunities are defined by the Enterprise Service Management (ESM) market?

- A. service Management opportunities within large enterprise customers only
- B. service Management opportunities less than 10 end users
- C. service Management opportunities outside of IT
- D. service Management opportunities more than 50 end users

Answer: B

Question No:2

Which two industry trends threaten to replace internal IT? (Select two.)

- A. public cloud
- B. DevOps
- **C.** technical user groups
- D. external service providers
- E. The Open Group

Answer: C,D

Question No:3

What is included in the Ultimate Edition of HPE Data Center Automation Solution?

- **A.** provisioning and patching with no limit to scale
- B. full stack provisioning, patching, and compliance with no limit to scale
- C. provisioning and patching of up to 5.000 OSI
- D. full stack provisioning, patching, and compliance for up to 5.000 OSI

Answer: C

Question No: 4

Who are the target personas for an HPE Operations Bridge opportunity? (Select two.

- A. IT Service Manager
- **B.** Director of IT Operations
- C. IT Network Manager
- **D.** VP of IT Operations
- E. Director of Infrastructure

Answer: B,E

Question No:5

IT Service Management Automation Premium comes with all of the capabilities of the Express Edition of IT Service Management Automation and has what added capabilities? (Select three.)

- A. Diagnostics
- B. Portfolio Management
- **C.** Asset management
- **D.** Task automation
- E. Discovery
- F. Real user monitoring

Answer: B,C,F

Question No:6

How large is the market opportunity for IT Service Management?

A. \$12M **B.** \$500M

- **C.** \$6.1B
- **D.** \$10B

Answer: D

Question No:7

What is the name of the HPE IT Service Management Automation software-as-a-service?

A. HPE Service Manager
B. HPE Service Broker
C. HPE Service Anywhere
D. HPE Server Automation

Answer: D

Question No:8

Who are three top competitors with HPE in the IT Service Management space? (Select three)

- A. Micro Focus
- B. Cherwell
- C. ServiceNow
- D. Dell
- E. VMware
- F. E BMC

Answer: A,B,E

Question No : 9

What are two challenges that the HPE Operations Bridge solution Root Cause Analysis and Remediation use case help customers address? (Select two.)

- A. inability to locate the root cause of an issue prior to service disruption
- **B.** multiple requests consoles
- C. too much time spent troubleshooting unknown problems
- D. high costs to manage users of the tools
- E. poor quality of infrastructure automation for new services

Answer: A,C

Question No : 10

How does HPE solve for the Business and IT Alignment use case with Operations Bridge? (Select two.)

- A. optimized resource time allocation
- B. accelerate strategic alignment
- C. powerful user interface
- D. full stack provisioning
- E. agile business management services

Answer: D,E