

QUESTIONS & ANSWERS

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HP

HP2-N48

Selling HP SaaS Solutions



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Answer: B, C, D

QUESTION: 38

Which standard subscription option is available across the HP SaaS portfolio?

- A. complete flexibility to offer any subscription period
- B. 1, 3, 12, and 36 month subscriptions
- C. the ability for a partner organization to build a service from its own datacenter
- D. a pay-per-use approach in which usage is recorded on a monthly basis

Answer: B

QUESTION: 39

What is the default maintenance window, as defined in the datasheet for HP SaaS Solutions?

- A. Sunday 00:00 to 02:00 Eastern Time
- B. Sunday 00:00 to 02:00 Pacific Time
- C. Friday 21:00 to Saturday 00:00 Pacific Time
- D. Saturday 00:00 to 02:00 Pacific Time

Answer: B

QUESTION: 40

Which option should be avoided by a partner organization that can propose a number of HP SaaS options?

- A. selling an HP SaaS partner-led offering, including a Statement of Work (SoW) defining the partner organization's Client Success Manager role
- B. selling an HP SaaS service-only solution with an HP Customer Success Manager or a Customer Success Manager from the organization
- C. selling a partner-led HP SaaS offering with migration services only
- D. selling HP SaaS partner-led offerings that include an HP Client Success Manager

Answer: C

QUESTION: 41

Which component of HP SaaS solutions encourages renewals and annuity revenues for partners?

- A. an alternative to licenses
- B. the low price of HP SaaS
- C. a frequent software release program
- D. the client Success Manager or partner Success Manager

Answer: D

QUESTION: 42

Which pain points make a customer most receptive to an HP SaaS solution? (Select three)

- A. the organization has an unallocated Capital Expenditure (CapEx) budget
- B. the organization is dynamic with flexible IT demands
- C. the organization needs to outsource its entire IT function
- D. the organization has strict local governance, security, and regulatory responsibilities
- E. the organization has limited budgets or decreasing Capital Expenditure (CapEx)
- F. the organization's core business is failing

Answer: B, D, E

QUESTION: 43

Which scenario presents the most appropriate opportunity to sell an HP SaaS service-only offering?

- A. You are in a cross sell situation with a customer who owns a competitive solution and you are expanding your footprint.
- B. The customer owns perpetual licenses, is current on maintenance, and wants HP to host the software to save on expensive internal running costs.
- C. It is short term because the customer only needs the solution for a few months.
- D. The customer is a new logo customer with only OPEX budget to spend.

Answer: B

QUESTION: 44

What is a characteristic of HP SaaS Infrastructure?

- A. Customer backups are stored by HP for a minimum of eight years.
- B. Additional bandwidth is available for an additional fee.

- C. Dedicated staging servers are provided free of charge for every offering.
- D. Dedicated staging servers are available for an additional fee.

Answer: D

QUESTION: 45

According to analysts, what most accurately describes the dynamics of the SaaS Market? (Select three.)

- A. It is anticipated that global SaaS revenues will be flat over the next five years.
- B. The SaaS market is primarily relevant to small business clients and emerging markets.
- C. The SaaS market will decline over the next five years.
- D. The increase in BYO devices and applications, such as GoogleMail, is leading to an increase in confidence in cloud-based software.
- E. The compound annual growth rate for SaaS solutions is greater than 25 percent globally.
- F. Many software publishers are adapting their offerings to suit the market demands of clients (including Adobe, Cisco, and Google).

Answer: D, E, F

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