# IT 认证电子书

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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