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Title : Selling HPE IT Operations

**Management Solutions** 

Version: DEMO

1. 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: AC

- 2. What does the HPE Operations Bridge Business and IT Alignment use case provide for the customer?
- A. business is converged with IT as one unit
- B. impact of IT events on business priorities
- C. aligns business requirements to strategic IT planning
- D. categorizes IT tools to the business value

Answer: C

- 3. How large is the market opportunity for IT Service Management?
- A. \$12M
- B. \$500M
- C. \$6.1 B
- D. \$10 B

Answer: D

- 4. What percentage of IT budgets is currently being spent on supporting aging legacy systems?
- A. 5%
- B. 50%
- C. 60%
- D. 80%

Answer: C

- 5. What percentage of IT spend will be redirected to digital transformation by 2018?
- A. 70%
- B. 150%
- C. 35%
- D. 25%

Answer: A