Introduction

This exam datasheet provides you with information about the content and the context of the exam and helps you prepare for it. You will find recommended HP eLearning, an outline of the exam topics and objectives, and references used in developing the test items to help you achieve a successful passing score.

ASC Exam

This exam is one of two required exams for candidates seeking the credential Accredited Sales Consultant (ASC) - HP Software Applications Solutions [2007]. To achieve this credential, two core exams must be successfully completed:

- HP Software Foundation Solutions Exam (HP2-N11)
- HP Software Applications Solutions Exam (HP2-N14)

Key Topics

These are the key topics covered in this exam.

- HP Business Technology (BTO) Applications Overview
- Quality Center
- Performance Center
- Applications Security Center
- BTO Center Integration

Audience

This exam is targeted for sales personnel who have experience in selling HP software. Job roles include:

- Partners, VARs, OEMs, SIs, Distributors
Exam Specifications

- Number of items: 60
- Passing Criteria: 71%
- Time Allocated: 90 minutes
- Format: Multiple choice Internet-based Test (IBT)

Exam Preparation

This certification test was developed to test your knowledge of the new HP Software Applications Center and solutions. The study materials are strongly recommended to assist you in passing the certification exam.

Please refer to the HP Software University web site (http://www.hp.com/learn/hpsu) to take the eLearning. A log-in account is required to enter HP Software University (HPSU). Use the document codes below to locate the study material in HPSU. Contact your regional partner representative for more information about access to the recommended training.

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<tr>
<th>JIT Name or Other Source</th>
<th>HPSU Search Code</th>
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<td>Close_BTO_11-2006</td>
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<tr>
<td>Quality Assurance</td>
<td>FI_QA_CFD_12_2006</td>
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<tr>
<td>December 2006 Software Launch Overview</td>
<td>SALE_DSO_AMERICA_S_2006_12_05</td>
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Exam Content

The following outline represents the specific areas of content covered in the exam. Use this outline to guide your study and to check your readiness for the exam. The exam measures your understanding of these areas. The approximate percentage of exam questions dedicated to each major content area is included in parenthesis. The higher the percentage, the more questions will be on the exam.
1 BTO Applications Overview (8%)

1.1 Assess the customer need for a BTO Applications solution
   • Identify IT demands that qualify customers for the overall Quality Mgmt Solution
   • Recognize target markets and/or customers for QM opportunities

1.2 Identify BTO Applications solutions
   • Validate knowledge of the Applications Centers

1.3 Determine BTO Applications selling solutions
   • Recognize the primary competition when selling quality mgmt

1.4 Establish the BTO Applications solution packaging
   • Identify licensing discounts for Applications software packages

2 Quality Center (QC) (47%)

2.1 Assess the customer need for a QC solution
   • Describe QC customer challenges
   • Identify IT demands that qualify customers for a QC solution
   • Recognize target markets and/or customers for QC opportunities

2.2 Identify the QC solution
   • Validate knowledge of a QC solution approach
   • Describe the components within Quality Center
   • Describe the benefit to the QA Executive when implementing the QC tool set

2.3 Determine the QC selling solution
   • Recognize the primary competition when selling QC solutions
   • Establish buying roles for prospective QC customers
   • Identify qualifying questions for a potential QC solution
• Propose a QC solution that meets specific customer requirements

2.4 Establish the QC solution packaging
• Recognize pricing levels and number of users for QC software
• Identify components of QC solution packaging
• Recognize the amount and type of packaged services for QC

3 Performance Center (PC) (28%)

3.1 Assess the customer need for a PC solution
• Identify business drivers
• Describe PC Customer challenges
• Identify IT demands that qualify customers for a PC solution
• Establish qualifying questions to determine a customer need for PC
• Recognize target markets and/or customers for PC opportunities

3.2 Identify the PC solution
• Validate knowledge of PC solution components
• Identify features and benefits of PC software
• Identify key elements of the HP lifecycle approach to PC solutions
• Identify HP Software products comprising an end-to-end solution for PC
• Describe the key phases of PC implementation support
• Describe the HP Software approach to a customer's PC transformation

3.3 Determine selling solutions for PC
• Recognize the primary competition when selling PC solutions
• Validate knowledge of solution selling within the PC center
• Establish key value propositions in selling PC solutions
• Identify PC solution offerings
• Recognize product components of a PC sale
• Identify a qualified lead for PC
3.4 Establish the PC solution packaging
   • Identify components of PC solution packaging
   • Recognize the amount of packaged services for PC
   • Understand pricing components and structure for PC

4 Application Security Center (ASC) (12%)
   4.1 Assess the customer need for an Application Security solution
   4.2 Identify the Application Security solutions
      • Validate knowledge of ASC solution components
      • Establish HP products linked to Application Security
      • Validate knowledge of solution selling within the AS center
   4.3 Determine selling solutions requiring Application Security
      • Identify the components comprising Application Security solutions
      • Recognize the primary competition when selling ASC solutions
   4.4 Establish the solution packaging

5 BTO Center Integration (5%)
   5.1 Assess the customer needs for an integrated Center solution
   5.2 Identify the Center integration solutions
   5.3 Determine selling solutions requiring Center integration
      • Identify the software that integrates Quality Management solutions
   5.4 Establish the solution packaging

Exam References
The study material and references in this exam data sheet pertain to source content used in the creation of this exam. They comprise the source content from which this exam was developed. Note that changes to any source content after November 1st are not reflected in this list and were not used in the development of this exam.
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<td>Press Release - HP to acquire SPI Dynamics</td>
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<td>SPI CP Customer Facing Slide Deck</td>
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Web Site References

- HP PC Center Product Site
- HP QC Product Website

Other References

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Sample Exam Items

The following examples represent the type of items and question formats that you could see on the exam.

1. Which statement best describes the IT business impact Business Technology Optimization (BTO) can have for your client organization?
   A. BTO allows clients to better map products to IT areas.
   B. BTO helps your client deliver consistent, high-quality business outcomes from IT.
   C. BTO focuses on helping your client achieve maximum return on IT investments.
   D. BTO provides communication links between the business and IT.

2. In the BTO model, which two centers make up the Applications functional area? (Select two.)
   E. Project and Portfolio Management
   F. Business Availability Center
   G. Performance Validation
   H. Change and Configuration Management Center
   I. Quality Management
   J. Security Center

Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing. Your exam results will provide valuable feedback to guide you in assessing your areas of strength or weakness. Successful completion of the exam confirms your competency in HP Software Applications Solutions skills.