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Exam Code: HP2-E58

Exam Name: Selling HP Converged Infrastructure Solutions



Exam A

QUESTION 1

How does HP 3PAR Thin Provisioning for storage benefit companies?

- A. Automatically indexes file system so that users can locate files and analyze data more quickly.
- B. Enables high availability for storage system.
- C. Allows IT to create volumes without dedicating physical storage until it is needed.
- D. Enables IT to set up federated storage system, thereby optimizing how data is stored.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

A small business owner is looking for a basic solution. What other non-storage product should you offer as a cross-sell?

- A. HP FlexFabric 59X0 Series switch
- B. HP 3PAR system
- C. HP Moonshot 1500 Chassis
- D. HP MicroServer

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

Which HP innovation allows a customer to connect multiple switches into a single virtual device?

- A. Virtual Connect
- B. Smart Connect
- C. Intelligent Management Center (IMC)
- D. Intelligent Resilient Framework (IRF)

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

Which customer value does the HP commitment to OpenSource Linux provide?

- A. It provides for free escalation support on all major distributions of Linux running on HP hardware.
- B. It provides an HP distribution of Linux that is less expensive than distribution from competitors.
- C. It provides direct insight into the servers' power use, resulting in lower power and cooling costs.
- D. It prevents customers from being locked into a small range of solutions, and also lowers their costs.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 5

A customer recently experienced downtime when the IT staff updated an application and the new version of the application caused conflicts in their environment. The senior IT manager is concerned that this situation might re-occur with other products in the company's network environment. Which HP Support Service would you suggest to address this concern?

- A. HP Technology Service
- B. HP Foundation Care with Personalized Option
- C. HP Foundation Care
- D. HP Proactive Care

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6

You are encouraged by your manager to help a customer see how your proposed HP solution meets a "hurdle rate". What is a hurdle rate?

- A. the rate at which an investment approaches the break-even point
- B. the minimum acceptable rate of return for a project
- C. the expected rate of return on a new investment
- D. the rate at which the solution responds to service requests

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

Which service is available with Proactive Care, but is not available with Foundation Care?

- A. health check reporting on the infrastructure
- B. software, firmware and documentation updates
- C. expedited replacement of parts and materials
- D. remote and onsite problem diagnostics and support

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8

A customer is considering whether moving toward the cloud makes sense for their business. How does HP CloudOptimizer help the customer meet their IT initiatives?

- A. It automatically aligns the physical network with the needs of connected virtual machines (VMs).
- B. It simplifies moving applications and data between a private data center and the cloud.
- C. IT flattens the cloud networking environment so that it better supports mobile data.
- D. It manages the support relationship with the cloud service provider.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

A customer states that their IT administrators spend a lot of time installing operating systems on servers and bringing systems online. The customer wants to reduce downtime and maintenance. Which HP server feature should you explain to the customer?

- A. Integrated Lifecycle Automation
- B. Gen8 Embedded SmartStart
- C. HP ProLiant 3D Sea of Sensors technology
- D. Automated Energy Optimization

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

Businesses need to reduce costs and increase original and creative approaches. Which of these IT initiatives are related to that driver? (Select two)

- A. cutting back on the rapid growth of big data
- B. responding to increased demand for mobile access
- C. shifting away from complex Bring Your Own Device (BYOD) environments
- D. embracing cloud computing
- E. adopting innovative platforms and technologies

Correct Answer: DE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

A company requires data protection for 70TB of data. The solution should provide fast disaster recovery and require relatively low bandwidth. Which HP storage solution best meets these needs?

- A. HP StoreServ 7000

- B. HP StoreVirtual VSA
- C. HP StoreOnce 4000
- D. HP MSL Tape Libraries

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

What value does the HP Proliant 3D Sea of Sensors technology provide?

- A. ability to monitor traffic and process high-priority packets first, improving overall performance
- B. remote visibility into servers' operating systems, which simplifies server management
- C. continuous monitoring of user to enable early detection of suspicious activity and security threats
- D. visibility into and control over energy usage to decrease power and cooling costs

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13

Your customer is purchasing HP servers and switches for its data center. The customer needs to ensure high availability for its mission-critical services. Which HP service should you recommend?

- A. HP Foundation Care Plus with consolidated support options
- B. HP Foundation Care
- C. HP Collaborative Support
- D. HP Proactive Care Plus with personalized support options

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 14

How is HP distinguishing itself in the server market?

- A. Its FlexFabric servers segment storage and traditional data traffic to serve each more effectively
- B. Its Thin Provisioning ProLiant Technology consolidates more compute power in an efficient form factor
- C. Its Moonshot servers pool every resource possible, delivering powerful services very efficiently
- D. Its MicroServers offer high performance and availability in a very small form factor

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 15

What should you do in the final stage (stage 5) of server sales opportunity

- A. Plan all the products and services that the customer will require; explain the cost of the solution
- B. State the value of the HP server solution for the customer, differentiate the HP solution from the competition
- C. Provide the customer with the "HP Just Right Guide" or "HP Simply IT Solutions Guide" to help them design the solution
- D. Help the customer plan for virtualization by highlighting HP server technologies and benefits

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

Your customer's current HP solutions include HP MSA 2000 and HP ProLiant ML300 products. They are ready to enter the next phase of business expansion. Which product families should you suggest for their upgrade?

- A. HP StoreOnce 4x00 and ProLiant DL300
- B. HP XP and ProLiant SL6500
- C. HP D-Series Disk Enclosures and a MultiService Router (MSR) 900
- D. HP StoreVirtual and MicroServers

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

What is a distinct value of HP storage solutions for customers with a small IT group?

- A. HP can offer converged storage, networking, and server solutions with integrated management
- B. HP 3PAR thin provisioning technologies automatically deploy data protection across the data center
- C. HP deduplication technologies minimize the amount of data that administrators need to manage
- D. HP embeds energy optimization technologies within all storage systems, saving maintenance costs

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

A company has implemented a Converged Infrastructure and need a solution that can manage server, storage, networking, and data center. Which management solution will allow the company to manage their entire Converged Infrastructure?

- A. HP IMC Smart Connect Virtual Appliance Edition
- B. HP Insight Management
- C. HP OneView
- D. HP Matrix OE

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19

You are considering whether HP MSA 2040 Storage meets a customer's needs. What are the benefits and consideration of this solution?

- A. It is a good mid-sized storage array, but requires a blade infrastructure
- B. it is very affordable, but its performance depends on the hardware of the server on which it is installed
- C. it is easy to implement and manage, but does not scale as well as other HP solutions
- D. it provides a tier 1 storage solution, but the company might eventually outgrow it

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

A company needs a new backup solution that allows the IT staff to back up data from multiple branch offices. There have been only three requests to restore files over the past year, and none of the requests were urgent. The company also needs to comply with regulatory requirements, which stipulate that the data must be stored for seven years. Which solution would you recommend?

- A. HP StoreOnce 4000
- B. HP MSA 2000
- C. HP MSL Tape libraries
- D. HP StoreOnce VSA

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

What is the main HP FlexManagement product?

- A. HP RF Manager, which unifies wired and wireless network environments into an automated, complex, multi-platform environment
- B. HP Intelligent Management Center (IMC), which simplifies management for both the virtual and physical network infrastructure
- C. HP Intelligent Resilient Framework (IRF), which combines physical ports across multiple network devices into one virtual environment
- D. HP Virtual Connect Enterprise Manager (VCEM), which manages physical and virtual networking resources across the data center

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

A customer needs a campus LAN networking solution that supports traditional desktops and wireless devices. How can you distinguish HP from competing solutions?

- A. Explain that competitors only offer 1- or 2-tier solutions, but HP offers full 3-tier wired and wireless solutions
- B. Explain that HP provides simplified network solution based on open standards that unify management of wired and wireless connectivity
- C. Explain that HP provides the only end-to-end solutions based on proprietary wireless optimization technologies
- D. Explain that HP does not offer wireless solutions because its networks work with the customer's choice of wireless vendor

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23

Match each HP server product or feature with the customer phase for which it brings the most value

- | | |
|--|-------------------------------|
| A. HP Smart Update | Gaining efficiency |
| B. HP ProLiant Towers | Starting out |
| C. HP Insight Control | Expanding the business |
| D. HP Integrated Lights-Out or Insight Lifecycle Onboard (iLO) | Building momentum |

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24

A customer is calculating the Return on investment (ROI) of an HP solution. Over the solution's lifetime, in present dollars, the company expects:

- * \$1,000,000 USD in investment gains
- * \$8000,000 USD in costs for the investment

What is the ROI?

- A. 20 percent
- B. 25 percent
- C. 80 percent
- D. 125 percent

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25

What differentiates HP Technology Services from its competitors services?

- A. contracts and points of contract that cover all the company's resource
- B. expedited problem resolution for mission-critical devices, improving response times by 15%
- C. health check scans to determine the state of devices
- D. assigned technical experts, who are responsible for problems until they completely resolved

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 26

Match each customer benefit to the correct portfolio innovation.

- | | |
|---|-------------------------------|
| A. Reduced time for implementing a service with a pre-integrated technology stack | HPAppSystem |
| B. High performance for downlinks to servers operating as a cluster | 40GB blade connections |
| C. Ability to reclaim unused storage capacity on an on-going basis | 3PAR Thin Persistence |
| D. Cheap, efficient, and high-performing nanoelectronic memory | HP Memristor |

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

A discount camera distribution wholesaler has 35 warehouses. The wholesaler uses a scale-out web farm for its internet sales portal and redundancy for the web site is currently based on inexpensive nodes. The wholesaler is experiencing rapid growth as it expands into new countries. Which HP server family best meets this customer's needs?

- A. HP Moonshot
- B. HP ProLiant BL400
- C. HP Integrity BL800
- D. HP ProLiant SL 6500

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

You are meeting with a company's chief information officer (CIO) to discuss an HP solution. Based on a CIO's typical concerns which point should you emphasize?

- A. How the HP solution has mechanisms for simplifying provisioning and deployment
- B. How the HP solution help the company meet its service level agreements (SLAs)
- C. How the HP solution help to eliminate routine and tedious configuration tasks
- D. How the HP solution has innovative technologies and how these technologies work

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29

How do HP FlexNetwork solutions reduce total cost of ownership (TCO)? (Select two)

- A. They host virtual machines (VMs) with pooled compute, storage and solutions
- B. They help administrators easily add topology tiers to meet modern data center needs
- C. They met customers needs with fewer devices and ports
- D. They segment management teams across silos
- E. They reduce maintenance and ongoing administrative costs

Correct Answer: CE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30

You determine that a potential customer is in the “Expanding Business” phase. Which value of Hp Networking solutions should you emphasize with this customer?

- A. The HP Intelligent resilient framework (IRF) provides load balancing and high availability, increasing the company's efficiency
- B. The HP Intelligent Management center (IMC) provides increased visibility for wired and wireless networks allowing companies to support Pring your own device (Byod) environments
- C. The HP FlexNetwork architecture is built on open standards and provides scalability in functionality, connectivity and capacity
- D. The HP FlexNetwork provides simplified and streamlined deployment and management

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

A company fits in the “Business Expansion” category of the Just Right IT Maturity model. Which action does that company most likely need to take?

- A. Reduce IT costs even if doing so reduces resiliency and availability
- B. Reduce IT costs by outsourcing most maintenance task to local companies
- C. Invest in more complex vendor relationships to ensure IT resiliency and scalability
- D. Move to an on-premise IT model because simplicity is more important than scalability

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32

How should you assess a customer's needs for an HP Medium Business Group solution?

- A. Because mid-market customers rarely have similar goals do not attempt to segment
- B. Consider a variety of factors including It maturity financial goals and the competitive
- C. Primarily use the company's financial goals to determine the correct "one size fits all"
- D. Primarily consider the specific number of employees to determine the appropriate solution

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33

Which phases are includes in the Services Life Cycle? (Select two)

- A. Administration
- B. Hardware Recycle
- C. Design
- D. Site Visit
- E. Implementation

Correct Answer: CE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 34

A customer wants to snow how the HP solutions provides the company a competitive advantage and how it reduces costs. In which category of the strategic selling model does this customer belong?

- A. the user
- B. the economic buyer
- C. the technical buyer
- D. the coach

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35

What is recommended level of technology services for the “Starting Out” customer phase?

- A. HP Foundation Care
- B. HP Proactive Care
- C. HP Level One Support
- D. HP Basic Technology Services

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

A company needs to upgrade its data center servers, which host non-business-critical services. The customer values ease management a small physical footprint and the ability to expand in the future. Which HP solution and value proposition should you suggest?

- A. The HP ProLiant ML 350 server is an affordable solution that will scale for any future needs
- B. The HP Moonshot 1500 Chassis meets high availability needs in a highly efficient form factor
- C. The HP ProLiant BL460c Gen8 server balances scalability, performance and ease of management
- D. The HP ProLiant DL380 server pools virtualized resources to simplify management and increase efficiency

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37

Match each characteristic to the correct sales engagement type.

- | | |
|---|----------------------|
| A. Short sales cycles and reliance on telesales | Transactional |
| B. Strategic approach with less frequent with less frequent but large sales | Consultative |
| C. Salesperson who acts as a trusted adviser | Consultative |
| D. Heavy reliance on marketing, efficiency and volume | Transactional |

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38

How does the HP ProLiant Return on Investment (ROI) calculator help businesses who currently own legacy server technology?

- A. It creates a long-term plan for the customer detailing which innovations will be important in the future.
- B. It highlights the administration and labor savings that the customer gains by deploying ProLiant Gen8 servers
- C. It compares the costs of the company maintaining its own resource against the costs of using the HP ProLiant-based public cloud
- D. It shows payback break-even and ROI if the customer replaces ProLiant Gen8 servers with Moonshot servers

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 39

For which customer situation would you recommend HP intelligent Management Center (IMC) Smart Connect?

- A. A customer updated their data center to support Virtual Machines (VMs) and needs visibility into how these VMs connect to the network
- B. A customer needs to add a Storage Area Network (SAN) that provides data storage for all the VMs in the data center
- C. A customer needs to implement a wireless network for employees who have company-issued laptops
- D. A customer wants to allow users to access the wired and wireless network using their own devices

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40

Match each question to the corresponding stage in the buying cycle for an HP storage solution.

- | | |
|---|------------------------------|
| A. How can HP Technology and Financial services address the customer's deployment needs | Mitigate risk |
| B. How can HP Storage Solutions help address needs such as scaling disk capacity | Recognize needs |
| C. What sort of application and data growth is the customer experiencing | Identify requirements |

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 41

Match each service with the correct HP care package.

- | | |
|---|--|
| A. Integrated onsite support for hardware and software
option | Proactive Care Personalized support |
| B. An assigned Account support manager and annual support plan to align IT priorities
Plus | Foundation Care with Support |
| C. Single point of contact for problem resolution only including resolution of problems with third-party ISV software | Collaborative Support |

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 42

Converged infrastructure is designed to solve many of the problems that affect traditional data centers. Which statement describes a common problem with traditional data centers?

- A. The IT infrastructure is compartmentalized into technology silos making it difficult for IT to manage and change
- B. Bandwidth costs are increasing more rapidly than power and cooling costs slowing the adoption of new bandwidth-intensive applications
- C. Companies are relying more heavily on monolithic mainframes, decreasing the overall performance of the data center
- D. Data centers are using two-tier architectures which were designed to meet the needs of legacy client-server applications

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 43

Which type of HP servers save space and pool power, cooling and management?(Select two)

- A. Cartridge
- B. Mounted
- C. Rack
- D. Blade
- E. Tower

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 44

How does HP Converged infrastructure transform a traditional IT infrastructure into an optimized and efficient architecture?

- A. It pools servers, storage, networking and services in a common architecture
- B. It adds additional layers to the network environment to increase speed and scalability
- C. It deploys best-in-industry proprietary protocols across the IT architecture
- D. It increases separation between manager roles so managers can better focus on services

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 45

A customer is currently using an older storage technology. The customer would like to move to HP 3PAR StoreServ Storage but is worried about the business disruption that moving to a new storage system might cause. Which HP services would you suggest? (select two answers)

- A. HP 3PAR Storage Assessment
- B. HP Data Migration
- C. Proactive Care 24 x 7
- D. HP Storage Impact Analysis
- E. HP 3PAR Health Check

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

Which IT concern is most related to users demands for mobile access?

- A. The lack of security for encryption keys on workflows moving in the cloud
- B. The difficulty in scaling network capacity for the increase in traffic
- C. The pressure to respond quickly to rapidly-changing technologies
- D. The difficulty in collecting analyzing and querying rapidly growing data

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 47

A small business with one corporate office and two small branch offices wants to upgrade their aging server hardware. The business is stable with no plans for expansion or migration to the cloud. The IT manager is looking for a solution that will offer maximum flexibility and all-inclusive storage to each branch office. Which HP server family best meets this customer's needs?

- A. HP Integrity BL 800
- B. HP ProLiant SL6500
- C. HP Moonshot
- D. HP ProLiant BL 400

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48

Which statement correctly describes how HP FlexFabric solutions can flatten customers networks?

- A. HP 59X0 Switch series top of the rack (ToR) switches and rack servers are components of a simplified 1-tier solution
- B. The topology has 1,2 or 3 tiers but intelligent resilient framework (IRF) is only an option for 2 tier and 3 tier solutions
- C. The topology removes the wireless controller layer by using switches to manage wireless access point
- D. HP Intelligent Resilient Framework (IRF) and HP Blade System technologies deliver a low latency 1-tier topology

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 49

Which benefits differentiate HP servers from competitors server? (Select two)

- A. HP servers include a Get Virtual Guarantee
- B. HP is the only vendor what unifies UNIX and x86 hardware
- C. HP server feature autonomic management and tier 1 capabilities at mid-range prices
- D. HP servers support open standard rather that proprietary technologies
- E. HP servers have a 33% lower Total Cost of Ownership (TCO)

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50

Which benefits does HP 3PAR Thin Provisioning technologies provide?

- A. Highly efficient backup and restore solution that uses federated deduplication
- B. A high-speed network that uses a simple flat topology
- C. A single-plane-of glass management solution for provisioning networks storage and servers
- D. A lower cost storage solution that uses as few as half the disk

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 51

What is one way that the implementation of HP Converged Infrastructure will benefit a company's data center?

- A. It allows the IT staff to upgrade the infrastructure devices server software and SAN without any downtime
- B. It delivers speed and agility so uptime targets are met and Service Level Agreements (SLAs) are maintained
- C. It allows companies to compartmentalize servers. SANs and network infrastructure devices so they can be managed more easily
- D. It provides thick provisioning for storage, helping businesses to double vital storage volumes

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 52

You are looking for the right HP server solution for a customer. Where can you find server positioning information?

- A. HP Just Right Guide or Simply IT Solutions Guide
- B. HP System Insight Management (SIM) portal
- C. HP network design consulting guide
- D. HP solutions builder program portal

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 53

Which HP CloudSystem feature help businesses manage private, public and hybrid cloud environments? (Select two)

- A. A pre-integrated technology stack configured for a particular application
- B. Support for multi-hypervisor and multi-OS infrastructures
- C. Complete management of the service lifecycle
- D. A built-in software-defined network (SDN) controller
- E. A software-defined server platform for social, mobile, cloud and big data

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 54

Which HP solution most helps customers who needs to respond to the rapid growth of bid data?

- A. HP Storeall
- B. HP Moonshoot
- C. HP Continuous Delivery Automation
- D. HP 3PAR StoreServ

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 55

Which statement describes a StoreOnce benefit that is particularly helpful for customers in the “Building Momentum” phase?

- A. StoreOnce is a “pay as you grow” solution that can be scaled for increased virtualization
- B. StoreOnce provides on-demand storage allocation and runs on hardware-based appliances or virtual machines (VMs)
- C. StoreOnce reduces the company’s storage footprint and lowers power consumption for tape management
- D. StoreOnce is a cost-effective solution that lowers bandwidth utilization for replication and backup of remote office data

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 56

Match the IT initiative to the associated IT challenge.

- | | |
|---|--|
| A. Reducing complexity and IT sprawl | Consolidating workloads without a lot of downtime and workflow steps |
| B. Embracing cloud computing | Enforcing data encryption, changing codes and changing configurations |
| C. Responding to the rapid growth in big data | Capturing storing and searching data within tolerable elapsed times |

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 57

A medium-size research company is considering an HP StoreOnce solution. Which feature distinguishes this HP solution from the competition?

- A. A thick provisioned memory cluster that protects customers data
- B. Virtualization that extends even to entry level storage solutions
- C. Support for direct connectivity to servers with Converged Network Adapters (CNAs)
- D. Deduplication for data in motion, leading to fast data recovery

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 58

Sales engagements can follow a transactional or consultative pattern. Which type of sales engagement is appropriate for HP Enterprise Group solutions and why?

- A. Consultative because customers need a quick recommendation for “one-size-fits-all” solutions
- B. Transactional because customers often already know what they want
- C. Consultative because this approach deepens the solution and expands the sale
- D. Transactional because this approach simplifies the sales process

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 59

Compared to HP Proactive Care, what are some weaknesses of Dell’s support offering? (Select two)

- A. account management offered only with high end support
- B. no credit-based services offering
- C. no predictable and transparent contracts
- D. no optimization of products
- E. limited offerings for complex environments

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 60

Match each HP server innovation with the appropriate HP product family

- | | |
|---|-------------------------|
| A. Designed with tool-less access and smart socket guide | HP ProLiant Gen8 |
| B. Provides Integrated lifecycle automation, automated energy optimization, dynamic workload acceleration and proactive insight | HP ProLiant Gen8 |
| C. Supports high-density deployments | HP Moonshot |

- D. Uses significantly less power than servers offering equal performance
- E. Provides software-defined servers for social, mobile, cloud and big data

HP Moonshot

HP Moonshot

Correct Answer: ABCDE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 61

Match each HP product with its typical place in the FlexNetwork Architecture.

- | | |
|---|-----------------------|
| A. HP 7500 switch series | FlexCampus |
| B. HP 12900 switch series | FlexFabric |
| C. HP Intelligent Management Center (IMC) | FlexManagement |
| D. MSR 2000 Router series | FlexBranch |

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 62

A company's IT staff must ensure that their IT services are available 24x7 and always operating at peak levels. Which HP technology service would you suggest to meet these requirements?

- A. HP Advanced Care
- B. HP Care Pack
- C. HP Proactive Care
- D. HP Foundation Care

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 63

Match each description of a business to the appropriate stage in the small Business growth path.

- | | |
|--|---------------------------|
| A. The company is forming silos. It needs more reliable servers and storage | Building Momentum |
| B. The company uses cost as the main buying criteria | Starting Out |
| C. The company is consolidating silos. It needs virtualized storage and networks | Business Expansion |

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 64

Match the HP ProLiant Four Pillar with its correct description. (Note: The pillar might also include other features, not mentioned in the description).

- | | |
|------------------------------------|--|
| A. Automated Energy Optimization | Server technologies eliminate power configuration errors and reduce power and cooling needs |
| B. Proactive service support | Servers automatically collect information on the IT environment in a cloud-based portal |
| C. Integrated lifecycle automation | Embedded tools simplify provisioning, administration and maintenance |
| D. Dynamic Workload Acceleration | Intelligent analytic technologies manage performance and optimize storage capacity |

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference: