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QUESTION & ANSWER

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Exam : **HP2-E37**

Title : Selling HP Bladesystems

Version : Demo

1.When the HP BladeSystem portfolio is described as a balanced architecture, what does that mean?
A. It is a portfolio that leverages industry standards to deliver next generation blade servers.
B. It is a portfolio that accommodates SMB and Enterprise customers across all industries.
C. It is a portfolio that meets the varied needs of customers by optimizing and balancing key elements beyond processor performance including memory expansion and network/storage I/O.
D. It is a portfolio that exceeds expectations and lifecycles as a result of best-in-class innovations.
Answer: D

2.Which innovative HP BladeSystem features deliver true energy manageability and savings.? (Select three.)
A. Uni-directional Link Detection
B. HP Power Regulator
C. Dual Flash Images
D. Sea of Sensors
E. Dynamic Power Saver
F. HP Application Manager
Answer: B,D,E

3.What are the IT concerns of customers who fall within the SMB market space? (Select two.)
A. supporting their business
B. decentralizing their business
C. stabilizing their business
D. growing their business
E. capitalizing their business
Answer: A,D,E

4.HP has been recognized by Gartner as a leader within the Gartner Magic Quadrant for Blades (Jan 2011). What does that recognition signify?
A. HP is a leader in price.
B. HP is a leader in market penetration.
C. HP is a leader in its completeness of vision and ability to execute.
D. HP is a leader in its vision for blades within the market.
Answer: C

5.Customers that have invested in HP Converged Infrastructure are able to transform their data centers and accomplish which objective?
A. introduce less demanding service level agreements
B. reduce the number of IT projects
C. drives business innovation and eliminate IT sprawl
D. develop a social media strategy for competitive advantage
Answer: C