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QUESTION & ANSWER

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Exam : HP2-E58

**Title : Selling HP Converged
Infrastructure Solutions**

Version : DEMO

1.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 customers' needs?

- A.HP ProLiant BL400
- B.HP Moonshot
- C.HP Integrity BL800
- D.HP ProLiant ML310e Gen8

Answer: D

Reference:

<http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%204AA4-0118ENW.pdf> (page 17)

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

- A.Responding to increased demand for mobile access
- B.Embracing cloud computing
- C.Cutting back on the rapid growth of big data
- D.Shifting away from complex Bring Your Own Device (BYOD) environments
- E.Adopting innovative platforms and technologies

Answer: B,E

3.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 Foundation Care
- D.HP Proactive Care

Answer: D

Reference:

http://h40057.www4.hp.com/carepack/pdf/HP_Care_Pack%20ServicesPart_of_the_HP_Smart_Office_Portfolio.pdf (page 5, proactive 24 service)

4.What value does the HP ProLiant 3D Sea of Sensors technology provide?

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

Answer: A

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-9650ENW.pdf> (page 2)

5.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 FlexNetwork architecture is built on open standards and provides scalability in functionality,

connectivity, and capacity.

B.The HP Intelligent Management Center (IMC).provides increased visibility for wired and wireless networks, allowing companies to support Bring Your Own Device (BYOD).environments.

C.The HP Intelligent Resilient Framework (IRF).provides load balancing and high availability, increasing the company's efficiency.

D.The HP FlexNetwork provides simplified and streamlined deployment and management.

Answer: A

Reference:

<http://h17007.www1.hp.com/us/en/networking/solutions/flexnetwork/index.aspx#.UnoppWQS3II>

6.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 wants to allow users to access the wired and wireless network using their own devices.

C.A customers needs to add a Storage Area Network (SAN) that provides data storage for all the VMs in the data center.

D.A customer needs to implement a wireless network for employees who have company-issued laptops.

Answer: B

Reference: <http://h17007.www1.hp.com/docs/products/4AA4-5108ENW.pdf> (page 1, product overview)

7.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 this approach deepens the solution and expands the sale

B.Transactiona;l; because this approach simplifies the sales process

C.Transactiona;l; because customers often already know what they want

D.Consultative; because customers need a quick recommendation for "one-size-fits-all" solutions

Answer: A

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

A.Intelligent Management Center (IMC).

B.Smart Connect

C.Intelligent Resilient Framework (IRF)

D.Virtual Connect

Answer: C

9.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 increases separation between manager roles, so managers can better focus on services.

D.It deploys best-in-industry proprietary protocols across the IT architecture.

Answer: A

Reference: <http://h17007.www1.hp.com/rs/en/converged-infrastructure/#.Unoya2QS3II> (see the bullets

on the page)

10.Which benefits differentiate HP servers from competitors' servers? (Select two.)

A. HP is the only vendor that unifies UNIX and x86 hardware.

B. HP servers include a Get Virtual Guarantee.

C. HP servers feature autonomic management and tier 1 capabilities at mid-range prices.

D. HP servers have a 33% lower Total Cost of Ownership (TCO).

E. HP servers support open standards, rather than proprietary technologies.

Answer: D,E

Reference:

<http://www8.hp.com/us/en/products/integrity-servers/productdetail.html?oid=5330448#!tab=features>