Vendor: HP

Exam Code: HP2-E39

Exam Name: Selling HP Converged Infrastructure Solutions

Version: DEMO

QUESTION 1
Which business benefit will your customers realize by using HP Smart Grid technology?

A. Customers can run multiple protocols and make changes without having to bring down their servers.
B. Customers can use the same architecture to run and manage multiple workloads across servers, storage and networking.
C. Customers can extend the life of their data centers while using much less power and cooling.
D. Customers can decrease the time-to-delivery of technology services from months to hours.

Answer: C

QUESTION 2
If your customer needs to improve connectivity and bandwidth allocation online, which HP technology would you recommend?

A. HP Virtual Request Pools
B. HP Matrix Operating Environment
C. HP Data Center Smart Grid
D. HP FlexFabric Network

Answer: D

QUESTION 3
What is the benefit to both you and your customer of using the Converged Infrastructure Maturity Model (CI-MM)?

A. It gives the customer access to an exclusive set of benchmarks and best practices of their competitors derived from primary research conducted by the HP Sales and Marketing Division.
B. It allows you to identify key pain points and top IT infrastructure gaps, enabling you to build an actionable plan toward a Converged Infrastructure.
C. It provides video demonstrations that outline specific customer benefits that can be derived when the solution is deployed in an actual customer environment.
D. It is a self-assessment tool that the customer can use as a replacement for extensive consulting engagements.

Answer: B

QUESTION 4
The HP P4000 Virtual SAN Appliance provides an affordable Disaster Recovery solution for organizations with which characteristic?

A. Remote Offices and Branch Offices (ROBO)
B. Centralized data-centers
C. Mainframes
D. Hub and spoke data-centers

Answer: B

QUESTION 5
The Converged Infrastructure Maturity Model process helps to evaluate your customer's IT organization by investigating the resources used to plan, manage, and improve the delivery of IT services to their business. Which domain is this?

A. Technology and Architecture
B. Culture and Staff
C. Demand, Supply and IT Governance
D. Management Tools and Processes

Answer: A

QUESTION 6
Which HP array is well known for reducing storage administration time by 90%?

A. P9500 Disk Array
B. 3PAR Storage
C. Enterprise Virtual Array
D. P4000SAN

Answer: B

QUESTION 7
Once the customer understands the potential impact of HP Converged Infrastructure, which HP Network service would be the most appropriate for helping the customer build a strategy and a business case for adopting Converged Infrastructure?

A. Business Benefits Roadmap
B. Visioning Workshop
C. Assessment Service
D. Packaged Implementation

Answer: C

QUESTION 8
As part of the fundamental set of solutions for HP Instant-On Enterprise, which solution will help customers rethink how their company's data is gathered, stored and used?

A. information Optimization
B. Application Transformation
C. Converged Infrastructure
D. Enterprise Security

Answer: A

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