

Vendor: HP

Exam Code: HP2-E58

Exam Name: Selling HP Converged Infrastructure Solutions

Version: DEMO

QUESTION 1
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.)

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

Answer: AD

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

Answer: B
Explanation:
http://h17007.www1.hp.com/us/en/networking/solutions/wlan/index.aspx

QUESTION 4
Which HP technology enables a company to flatten its campus network infrastructure and implement single-tier network?

A. HP FlexNetwork architecture
B. Software-Defined Networking and OpenFlow
C. HP Intelligent Management Center (IMC. and Virtual Connect

D. HP Intelligent Resilient Framework (IRF. and higher-density switches

Answer: A
Explanation:
http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-2718ENW.pdf (page 4, flexible, secure networking, second para)

QUESTION 5
What is a distinct value of HP storage solutions for customers with a small IT group?

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

Answer: C

QUESTION 6
Which service is available with Proactive Care, but is not available with Foundation Care?

A. Remote and onsite problem diagnosis and support
B. Expedited replacement of parts and materials
C. Software, firmware and documentation updates
D. Health check reporting on the infrastructure

Answer: D
Explanation:
http://www8.hp.com/us/en/business-services/hp-proactive-care-services.html?compURI=1380514&url=it-services

QUESTION 7
What is the 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

Answer: A

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