



Vendor: HP

Exam Code: HP2-T32

Exam Name: Selling HP Enterprise Server Solutions and Services

Version: DEMO

QUESTION 1

Which qualifying question can a sales professional ask a Line of Business (LOB) manager to validate the opportunity for HP scale-up server solutions?

- A. Do your servers have the memory capacity and I/O throughput to handle large databases?
- B. Have your operating costs increased due to a need for faster server performance?
- C. Do your IT administrators experience difficulties in deploying servers?
- D. Do you have sufficient storage capacity for your growing number of servers?

Answer: B

QUESTION 2

Which vendor's close relationship with HP benefits customers in the management of the server, storage, and networking infrastructure?

- A. PRTG Network Management
- B. ManageEngine Op Manager
- C. CISCO ACI Solutions
- D. VMware

Answer: D

QUESTION 3

What is the reason that manufacturing sciences and development, and computer-aided engineering, are using the Apollo family of hyperscale computers?

- A. An Apollo system is an ideal first server for SMBs or for general purpose applications.
- B. The Apollo systems can deliver up to four times the performance of standard rack servers, while using less space and energy.
- C. The Apollo systems are high-performance graphics-enabled blade systems for end-user high-energy computing workloads.
- D. The Apollo systems all feature water cooled internal infrastructure.

Answer: D

QUESTION 4

What were the top customer responses when Forrester Research asked customers why they chose HP BladeSystems?

- A. greater performance outputs, leading to more efficient transaction processing
- B. greater dependability of operating system functions, leading to less downtime
- C. greater reliability, flexibility, scalability, and improved productivity, which all lead to lower total costs
- D. greater streamlining of business operations, which leads to more effective total business outcomes

Answer: C

Explanation:

<http://www8.hp.com/in/en/products/servers/bladesystem/index-old.html>

QUESTION 5

Which HP Integrity Server is a great fit for companies moving to Windows or Linux?

- A. HP Integrity Superdome 2 Server
- B. HP Integrity Superdome X
- C. HP Integrity BL500 Server
- D. HP Integrity HP-UX 11i v3

Answer: C

QUESTION 6

What is a core need of Enterprise customers who have siloed servers that are complex, inefficient, and slow?

- A. Improve efficiency with siloed servers that are optimized for data processing.
- B. Improve efficiency with converged servers that are simplified, fast, and efficient.
- C. Improve efficiency with small footprint servers that have a high TCO.
- D. Improve efficiency with distributed client/server applications.

Answer: B

QUESTION 7

Which HP Compute Strategy Principle supports Time to Service?

- A. Software-defined, Cloud-ready
- B. Distributed
- C. New Style of Business
- D. Object Storage

Answer: C

QUESTION 8

What is a core need of Enterprise customers who have sub-optimal, oversized, expensive, and inflexible servers?

- A. Improve efficiency with inflexible servers that are dedicated to a specific application.
- B. Improve efficiency with workload-optimized, right-sized servers, with the lowest TCO.
- C. Improve efficiency with large footprint servers that can manage email effectively.
- D. Improve efficiency with high-end servers that are optimized for transaction processing.

Answer: B

Explanation:

<http://www8.hp.com/us/en/products/servers/compute/index.html>

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