

HP

Exam HP2-E58

Selling HP Converged Infrastructure Solutions

Version: 10.0

[Total Questions: 75]

Question No : 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%20AA4-0118ENW.pdf>(page 17)

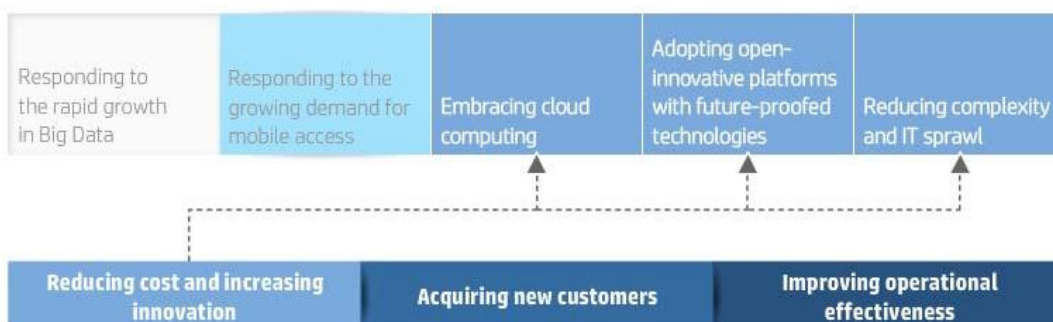
Question No : 2

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

Explanation:



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Question No : 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

Explanation:

A warranty would only protect your customer against problems with the product itself, not the service that the product delivers. 6 hour CTR HW Support would provide a good level of protection, but not the optimal service level for a customer whose business demands high availability. HP Proactive Care with 24x7 cover would minimize unplanned downtime and pay for itself. (Study guide p.30)

Question No : 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)

Question No : 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

Explanation:

Expanding the business (Study guide p.43)

-HP Networking solutions

-HP FlexNetwork Architecture

Open and standard-based solution

Scales on three dimensions-functionality, connectivity, and capacity

Agile and secure

OPEX savings (simplified and streamlined deployment, management, and training)

Software Defined Networks (Openness, agility, and simplicity)

Question No : 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 customer 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

Explanation:

IMC Smart Connect: (Study guide p.17)

Provides a plug-and-play BYOD management solution; single pane-of-glass management virtual appliance, Intelligent Management Center IMC User Access Manager, integrated database and OS, Optional WLAN manager, fully integrated user access policy speeds installation, easier to use. Reference:

<http://h17007.www1.hp.com/docs/products/4AA4-5108ENW.pdf>

(page 1, product overview)

Question No : 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.** Transactional; because this approach simplifies the sales process
- C.** Transactional; because customers often already know what they want
- D.** Consultative; because customers need a quick recommendation for "one-size-fits-all" solutions

Answer: A

Explanation:

The breadth of capabilities within the HP Enterprise Group family requires Consultative Selling.

The Consultative sale is best when a strategic sale is required with a customer you know and understand. (Study guide p;34)

Question No : 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

Explanation:

HP IRF provides software virtualization technology to connect multiple network devices through physical IRFports and perform necessary configurations, and then these devices are virtualized into a distributed device.(Study guide p.18)

Question No : 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

Explanation:

Establish a common, modern IT architecture that pools servers, storage, networking and services (Study guidep.12)

Question No : 10

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

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- 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: A,D

Explanation:

| HP: Key value differentiators | | | | |
|---|--|---|--|--|
| Servers | Storage | Networks | Technology Services | Converged Systems |
| <ul style="list-style-type: none"> > Dell: world no.2 > HP: world no.1 > HP: 150 design innovations > HP: ROI in 5 months > HP: 65% more performance for same power / space > HP: 66% faster problem resolution > HP: only vendor unifying UNIX and x86 > HP: 30 days per year less admin > HP: 33% lower TCO | <ul style="list-style-type: none"> > HP: 2x VM density > IBM: world no.2 > HP: world no.1 > HP: Get Thin Guarantee > HP: Autonomic Management > HP: Get Virtual Guarantee > HP: Federated deduplication > HP: Integrated Blade SAN > HP: innovation leader > HP: unique Tier 1 SMB to Enterprise array | <ul style="list-style-type: none"> > HP: world no.2 > HP: Pioneering spatial stream MIMO APs > HP: plug-and-play BYOD solution > HP: up to 75% less complex > HP: Manage 6000 different network devices from 220 manufacturers > HP: 2x Scalable Data Center Fabric > HP: VAN deploy in minutes not months > HP: SDN ready infrastructure | <ul style="list-style-type: none"> > HP: assigned technical experts, who own problems end-to-end > HP: Environment-Wide Entitlement (One contract for anything in your environment) > HP: single point of contact for both HP and third party vendors > HP: 24x7x365 system monitoring | <ul style="list-style-type: none"> > HP: 75% faster provision of apps > HP: Open, not closed > IBM: complex management > IBM: Proprietary vs. Open > Oracle: most closed system > IBM: too many layers > Cisco: Network-centric > IBM: incomplete and expensive services > HP: decrease downtime from 10 hours to 20 minutes per year > HP: Shift >50% of effort from ops to innovation |

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Question No : 11

Which benefit does HP 3PAR Thin Provisioning technologies provide?

- A. A highly efficient backup and restore solution that uses federated deduplication
- B. A high-speed network that uses a simple, flat topology
- C. A single-pane-of-glass management solution for provisioning networks, storage, and servers
- D. A lower cost storage solution that uses as few as half the disks

Answer: D

Reference:<http://www8.hp.com/us/en/products/storage-software/product-detail.html?oid=5044622#!tab=features>(first bullet on the page)

Question No : 12

Which phases are included in the Services Life Cycle? (Select two.)

- A. Implementation
- B. service improvement
- C. Hardware Recycle
- D. Design
- E. Administration

Answer: A,D

Explanation:



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Question No : 13

Which HP solution most helps customers who need to respond to the rapid growth of big data?

- A. HP StoreAll
- B. HP 3PAR StoreServ
- C. HP Moonshoot
- D. HP Continuous Delivery Automation

Answer: B

Explanation:

Responding to the rapid growth in Big Data, HP solutions include: (Study guide p.33)

- HP 3PAR StoreServ
- HP StoreOnce
- HP StoreAll Express Query
- HP StoreAll Storage

<http://www8.hp.com/us/en/products/data-storage/3parstoreserv.html>

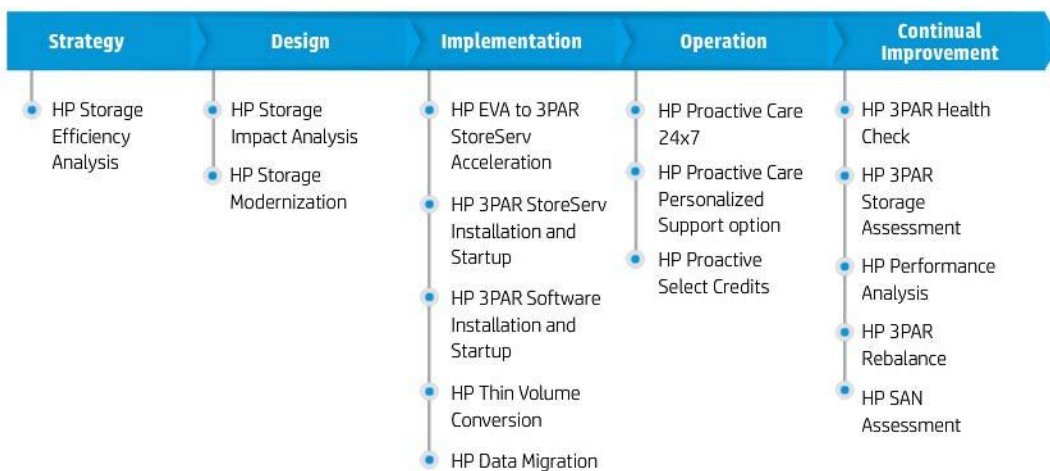
Question No : 14

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: A,D

Explanation:



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HP Proactive Care with 24x7 cover would minimize unplanned down time and pay for itself. (Study guide p.28)

Question No : 15 HOTSPOT

Match each question to the corresponding stage in the buying cycle for an HP storage solution.