

HP

Exam HP2-T32

Selling HP Enterprise Server Solutions and Services

Version: 7.0

[Total Questions: 50]

Question No : 1

When proposing an HP BladeSystem solution, which business value would a sales professional match to the convergence capability of the modular infrastructure platform?

- A. Accelerate operations, and the delivery of applications and services running in physical, virtual, and cloud computing environments.
- B. Gain momentum in processing high-performance mission critical applications running on servers.
- C. Triple IT administrator productivity by continuously analyzing thousands of service parameters.
- D. Increase the time to distribute operating system software upgrades to each of the server blades.

Answer: D

Reference:

http://h20566.www2.hp.com/hpsc/doc/public/display?docId=emr_na-c01136096

Question No : 2

A customer wants to improve administrator productivity by continuously analyzing thousands of parameters in order to improve uptime. Which capability validates the Power of One as a solution for this customer?

- A. Automation helps to deploy and manage the environment faster and prevent downtime.
- B. Built-in intelligence helps to perform tasks to proactively improve uptime.
- C. A software-defined management platform helps to facilitate tasks and prevent downtime.
- D. A modular infrastructure platform helps to converge compute and management and increase uptime.

Answer: D

Reference:

<http://h20195.www2.hp.com/V2/getpdf.aspx/4AA5-6012ENW.pdf>

Question No : 3

Which leading third-party virtualization platforms support HP BladeSystems?

- A. Lismore Software and Guest PC
- B. Stromasys, CHARON, and Microsoft
- C. VMWare, Microsoft, and Red Hat KVM
- D. OKL4, Microvisor, and Guest PC

Answer: A

Question No : 4

How can a sales professional use the Power of One customer presentation to help propose an HP BladeSystem solution to a customer?

- A. to quickly find information about the strategy and its server components
- B. to estimate the customer's total cost of server ownership
- C. to estimate the customer's return on investment for server components
- D. to quickly find information about managed print services

Answer: C

Question No : 5

A customer has a multivendor environment and wants to purchase support services that would provide a single point of contact for all vendor solutions. Which HP Technology Service would you offer this customer?

- A. Flexible Capacity for Channel
- B. Foundation Care
- C. Datacenter Care
- D. Lifecycle Event Services

Answer: A

Question No : 6

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 No : 7

Which capability of the HP Integrity Superdome X increases competitive differentiation with more stringent Service Level Agreements (SLAs)?

- A. 50% higher TCO compared to other UNIX environments
- B. 20% more reliability with 60% less downtime than other x86 platforms
- C. 25x faster transaction processing than other UNIX environments
- D. 8x faster e-commerce transactions than other x86 platforms

Answer: D

Reference:

<http://www8.hp.com/in/en/hp-news/press-release.html?id=1849125>

Question No : 8

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 No : 9