HP

Exam HP2-E13

Selling HP Enterprise Solutions

Version: 3.2

[Total Questions: 82]

Question No : 1

Which action is needed to solve the problem described below?

High costs due to multiple server locations and underutilized IT facilities.

A. control
B. continuity
C. compliance
D. collaboration
E. consolidation

Answer: D

Question No : 2 CORRECT TEXT

How does HP define IT Consolidation solutions?

Answer: as a one-time-only project
Answer: by downsizing the number of systems in the data center
Answer: as a process that affects only servers, storage, and databases *
Answer: using proven strategies for streamlining inefficient infrastructures
Answer: Pending

Question No : 3 CORRECT TEXT

A customer has excess IT hardware they believe has remaining market value. They may wish to acquire new HP technology or apply any remaining market value proceeds to other HP products or services. Which HP program might you consider? (Select two.)

Answer: HP Trade-In Program

Answer: HP Care Pack Services

Answer: HP Managed Care Services

Answer: HPFS Asset Recovery Services

Answer: Pending

Question No : 4 CORRECT TEXT

Which statement is true regarding the new world of business technology? (Select two.)

Answer: IT is seen as separate from the business itself.

Answer: It reduces the cost of IT while improving business performance.

Answer: Technology does not support the business; it powers the business.

Answer: IT is focused on data processing and management information systems.

Answer: Pending

Question No : 5 CORRECT TEXT

What is the primary reason that drives customers to implement IT Consolidation solutions?

Answer: the need to increase IT staff

Answer: the need to increase the entire supply chain

Answer: the need to increase security and dependence on IT

Answer: the need to control diverse environments while reducing IT costs

Answer: Pending

Question No : 6 CORRECT TEXT

HP works with many solution providers to integrate innovation into solutions. Which partner helps ensure the latest in microprocessor technology?

Answer: AMD

Answer: Lotus

Answer: Citri

Answer: Red Hat

Answer: Microsoft

Answer: Pending

Question No : 7 CORRECT TEXT

During a BladeSystem sales process, you communicate the benefits of migrating to HP BladeSystem architecture. Which benefits should you emphasize? (Select two.)

Answer: Blades require less infrastructure management.

Answer: Blades use less power for reduced cooling costs.

Answer: Blades support plug-and-play replacement for easy maintenance.

Answer: A blade deployment is less expensive than a traditional server deployment.

Answer: Pending

Question No : 8 CORRECT TEXT

Which statement is true regarding the dual-core Itanium 2 processor? (Select two.)

Answer: It supports more cores per processor than competing offerings.

Answer: It supports massively parallel processing for increased performance.

Answer: It provides increased multitasking performance while using less power.

Answer: It features dual-core spare architecture, which allows for online CPU spare.

Answer: Pending

Question No : 9

According to the current HP roadmap, which HP servers are based on industry-standard processors? (Select three.)

A. HP 9000 servers
B. HP Integrity servers
C. HP ProLiant servers
D. HP AlphaServer systems
E. HP Integrity NonStop servers

Answer: A,B,D

Question No : 10

How can StorageWorks MSL tape libraries extend the benefits of tape? (Select two.)

A. lowering the initial cost for tape solutions
B. automating the process of backup and restore for one or more servers
C. increasing the capacity of data that can be backed up without intervention
D. reducing the number of tapes required for backup of same amount of data

Answer: A,D

Question No : 11

In HP virtualization solutions, physical resources are pooled and shared across multiple applications and services, and are all controlled from a common management console.

Why is this important to Certpaper.com seeking a more agile infrastructure?

A. decreases systems purchase price and TCO
B. eliminates all downtime and optimizes scalability
C. minimizes scalability so IT can work more efficiently
D. eliminates the need for over provisioning and increases utilization rates

Answer: B

Question No : 12

Which server would you recommend to Certpaper.com who requires a rack-mounted server that provides cable management options?

A. HP ProLiant BL series
B. HP ProLiant DL series
C. HP ProLiant ML series
D. HP AlphaServer system

Answer: B

Question No : 13

You are discussing the relationship between environment complexity and virtualization with Certpaper.com. Which statement is most accurate?

A. Virtualization will reduce your TCO.
B. Virtualization will simplify your environment and reduce your costs.
C. Virtualization will decentralize your management functions, thereby reducing complexity.
D. Virtualization will simplify the environment by reducing the automation of the data center

Answer: D

Question No : 14

What are the benefits of network attached storage (NAS) over traditional direct attached storage (DAS) technology? (Select two.)

A. allows connection to, or migration to, SAN infrastructure
B. separates storage from servers, reducing costs and complexity
C. provides centralized storage and is not distributed across the network
D. increases security control because the storage units are connected directly to the server and protected by server security

Answer: B,D

Question No : 15

Which feature is a benefit of RAID?

A. lower storage capacities
B. increased data protection
C. lowest cost storage solution
D. consolidated storage for multiple servers

Answer: C