

HP

Exam HP2-E33

Selling HP Converged Infrastructure Solutions

Version: 6.0

[Total Questions: 60]

HP HP2-E33 : Practice Test

Question No : 1

By up to which percentage can HP BladeSystem Matrix reduce the total cost of ownership?

- A. 26%
- B. 36%
- C. 56%
- D. 76%

Answer: D

Question No : 2

What is the best way to establish yourself as a trusted advisor to your customers?

- A. Deliver products and services that meet customer expectations.
- B. Demonstrate working proofs of concepts for each solution.
- C. Help the customer devise metrics to measure their performance.
- D. Speak strategically to their business challenges.

Answer: D

Question No : 3

How does the focus of sales discussions changes as you become a consultative salesperson?

- A. The price of products and services becomes more important.
- B. Product features become more important.
- C. You sell fewer products and more services.
- D. You focus on delivering quantifiable business value.

Answer: D

Question No : 4

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According to IDC estimates, discrete purchasing activities in the area of networking, storage and servers will start combining into a new Converged Infrastructure category. What is the estimated value that this new category will reach by 2012?

- A. \$20 billion USD
- B. \$25 billion USD
- C. \$30 billion USD
- D. \$35 billion USD

Answer: D

Question No : 5

Which problem do companies experience most often as a result of having virtualized systems?

- A. workload distribution control
- B. decreased hardware performance
- C. bottlenecks on virtual machines
- D. virtual sprawl

Answer: A,C,D

Question No : 6

How does the Converged Infrastructure improve a company's time to revenue?

- A. by enabling users to customize their applications according to their business needs
- B. by reducing virtual sprawl and connecting users with dedicated physical resources
- C. by giving departments access to the widest range of applications from a common application portal
- D. by provisioning infrastructure in minutes with automated activation of servers, storage, and networking

Answer: D

Question No : 7

Which HP tool can be used in the Converged Infrastructure to provide Disaster Recovery?

- A. Insight Dynamics
- B. Infrastructure Orchestration
- C. NFS Toolkit
- D. Glance PlusPAK

Answer: B

Question No : 8

What is the role of Flex Fabric in the Converged Infrastructure?

- A. It monitors virtual resources from one central administrative terminal.
- B. It simplifies connections to LANs and SANs, enabling workloads to be moved in minutes.
- C. It uses crossbar technology that enables components to be replaced online.
- D. It isolates physical resources through network and processor virtualization.

Answer: B

Question No : 9

The Converged Infrastructure makes it possible to automatically provision servers with storage and network connections. What is the business value of this capability?

- A. greater market share
- B. fewer licensing costs
- C. greater regulatory compliance
- D. Faster time to revenue

Answer: D

Question No : 10

How can HP Insight Software deliver tangible results to the business?

- A. by allowing remote failover sites to become the primary site