

# HP

## Exam HP2-E36

### Selling HP Virtualization Solutions

Version: 6.0

[ Total Questions: 80 ]

**Question No : 1**

What is a key concept in the HP Converged Infrastructure?

- A. consolidating all direct-attached storage into one enterprise-class SAN
- B. distributing all computer resources to the point of application usage
- C. bringing the technology silos together into pools of virtualized assets that are shared by many applications and services
- D. utilizing HP Asset Manager to track and manage changes

**Answer: C**

**Question No : 2**

The "wire once" approach of an HP Converged Infrastructure describes which key element?

- A. Fabric Grid
- B. Network Fast Track
- C. Network Optimization
- D. Flex Fabric

**Answer: D**

**Question No : 3**

Poor utilization and sprawl are preventing IT organizations from achieving which important objective?

- A. increasing green IT initiatives
- B. reducing the percentage of Direct Attach Storage (DAS)
- C. increasing the amount of time on innovation
- D. achieving regulatory compliance

**Answer: C**

**Question No : 4**

Which tool enables Sales and Pre-Sales professionals to have a broad discussion with customers about the current and future states of their IT infrastructure?

- A. Adaptive Infrastructure Maturity Model (AI MM)
- B. Converged Infrastructure Maturity Model Express (CI MM Express)
- C. HP StorageWorks Size
- D. Alinean ROI Analyst

**Answer: B**

**Question No : 5**

What are two open and flexible features of BladeSystem Matrix? (Select two.)

- A. choice of operating system and hypervisors
- B. integrated security features
- C. operation with standard networks and SANs
- D. selected Blade enclosures
- E. proprietary network standards

**Answer: A,B**

**Question No : 6**

Which question focuses a customer most directly on the topic of converged infrastructure?

- A. How long does it take to provision and launch new services?
- B. Have you considered a pay-as-you-go IT model?
- C. How do you manage who has access to your systems?
- D. What measures do you have in place to protect your infrastructure from viruses and security breaches?

**Answer: A**

**Question No : 7**

Your analysis of a customer environment indicates both legacy architecture and inflexible

stacks of IT. Which technology solution would improve their situation?

- A. converged infrastructure
- B. data deduplication
- C. backup and archival
- D. mainframe migration

**Answer: A**

**Question No : 8**

One of your customers has stated that they traditionally have difficulty allocating needed resources to some key applications. You are also aware that they have issues with the over-provisioning of storage. Which component of the HP Converged Infrastructure should you discuss with them?

- A. Matrix Operating Environment
- B. Virtual Resource Pools
- C. Data Center Smart Grid
- D. Client Virtualization

**Answer: B**

**Question No : 9**

What are two HP Converged Infrastructure Consulting Services? (Select two.)

- A. Proof of Concept
- B. Legacy Application Transformation
- C. Open SAN Implementation Service
- D. Architectural Transformation
- E. Visioning Workshop

**Answer: A,E**

**Question No : 10**

## HP HP2-E36 : Practice Test

IT sprawl has been identified as a major problem. What percentage of IT budgets has been traditionally spent on maintenance and operations?

- A. 50%
- B. 60%
- C. 70%
- D. 85%

**Answer: C**

**Question No : 11**

With HP Converged Infrastructure and a self-service portal, customers can accomplish which objective?

- A. reduce time to resolution on customer service calls
- B. deploy new services quickly
- C. increase sales coverage
- D. improve brand recognition

**Answer: B**

**Question No : 12**

The Sales Meeting Planner document described as “SMART” refers to which characteristics?

- A. Specific, Measurable, Accessible, Ready, Timebound
- B. Strategic, Measurable, Accessible, Realistic, Timebound
- C. Specific, Measurable, Agreed, Realistic, Timebound
- D. Specific, Measurable, Agreed, Referral, Targeted

**Answer: C**

**Question No : 13**

Why should you ask your customer a Commitment question near the conclusion of a sales