

# HP

## Exam HP2-E61

### Selling HP Servers, Converged Systems and Services

Version: 7.0

[ Total Questions: 50 ]

**Question No : 1**

In an outcome-based conversation with a Building Momentum Customer, which question is most appropriate for qualifying the customer?

- A. How do you plan to retain your existing customers?
- B. Have you explored the use of shared network storage?
- C. When did you last upgrade to the latest server technology?
- D. Have you considered collaboration as a means to increase workforce productivity?

**Answer: B**

**Question No : 2**

Which feature of the HP ProLiant MicroServer provides benefits to SMB customers?

- A. color options available
- B. convertible to rack mount
- C. integrated chassis
- D. easily serviceable

**Answer: D**

Reference:

[http://h20565.www2.hp.com/hpsc/doc/public/display?sp4ts.oid=247612&docId=emr\\_na-c00719376&docLocale=en\\_US](http://h20565.www2.hp.com/hpsc/doc/public/display?sp4ts.oid=247612&docId=emr_na-c00719376&docLocale=en_US)

**Question No : 3**

A customer tells you that the warranty will provide sufficient services for their company. Which customer requirement cannot be met through a warranty?

- A. escalation management
- B. replacement of defective parts
- C. new parts that use the default configuration
- D. coverage window from 8AM to 5PM

**Answer: A**

Reference:

<http://www.data3.com/wp-content/uploads/2014/07/Proactive-Care-versus-Foundation-care.pdf>

**Question No : 4**

Which HP server type is targeted specifically at the Service Provider customer segment?

- A. Tower servers
- B. Workload (WL) Optimized Rack Servers
- C. Standard Density Optimized Servers
- D. Volume Rack Servers

**Answer: C**

Reference:

<http://h10120.www1.hp.com/expertone/datacard/Course/00949920>

**Question No : 5**

Which of these HP Server solutions is targeted to Enterprise customers running mission-critical applications on the Linux and Windows operating systems?

- A. HP Integrity Superdome X
- B. HP Apollo 8000
- C. HP Integrity Superdome 2
- D. HP Apollo 4000

**Answer: B**

Reference:

<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA5-8958ENW.pdf?ver=1.0>

**Question No : 6**

Which server management solution does the HP SmartUpdate Manager provide customers?

- A. HP SmartUpdate Manager provides converged management across systems.
- B. HP SmartUpdate Manager supports secure integration of servers.
- C. HP SmartUpdate Manager deploys firmware and software on HP servers and options.
- D. HP SmartUpdate Manager reduces the complexity of configuring servers.

**Answer: C**

Reference:

[http://h17007.www1.hp.com/us/en/enterprise/servers/products/service\\_pack/hpsum/index.aspx](http://h17007.www1.hp.com/us/en/enterprise/servers/products/service_pack/hpsum/index.aspx)

**Question No : 7**

Which return on value does the HP ProLiant Gen9's efficient cooling provide versus Cisco UCS?

- A. HP ProLiant Gen9's efficient cooling provides 20% savings.
- B. HP ProLiant Gen9's efficient cooling provides 50% savings.
- C. HP ProLiant Gen9's efficient cooling provides 5% savings.
- D. HP ProLiant Gen9's efficient cooling provides 40% savings.

**Answer: C**

**Question No : 8**

Your SMB customer has two HP ProLiant ML150 servers and wants to expand their server environment to support more business applications and to increase performance. Which solution provides these features and benefits?

- A. HP BladeSystem c7000 enclosure with 24 ProLiant BL600c server blades and associated internal storage
- B. HP Apollo 4000 system with 3 server trays and associated external storage
- C. HP Moonshot system with 8 server cartridges and associated external storage