



# Selling HP Helion Cloud Solutions and Services

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[Total Questions: 40]

http://www.maitiku.com QQ:860424807



#### **Question No:1**

A company is not an HP Converged Infrastructure customer. The customer is very interested in deploying new, cloud-native workloads. Which statement is true about this customer?

**A.** The customer is qualified for an HP Helion solution, most likely an HP HelionOpenStack solution.

B. The customer is not qualified for an HP Helion solution because HP Helion is only targeted to companies who need to move traditional workloads to cloud environments.
C. The customer is qualified for an HP Helion solution, most likely an HP CloudSystem Foundation solution.

**D.** The customer is not qualified for an HP Helion solution because HP Helion is only targeted to companies with HP Converged Infrastructure solutions.

#### Answer: D

Reference:

http://www8.hp.com/in/en/business-solutions/solution.html?compURI=1246501

# **Question No:2**

Which HP Helion solution includes software and an integrated hardware infrastructure for building, operating, and consuming services in a hybrid cloud environment?

- **A.** HP HelionOpenStack
- B. HP CloudSystem Foundation
- C. HP HelionOpenStack with HP Helion Development Platform
- D. HP CloudSystem Enterprise built on ConvergedSystem 700x

#### Answer: B

Reference:

http://www8.hp.com/in/en/cloud/cloudsystem.html

# **Question No:3**

On which code is HP Helion Development Platform based?

- A. Cloud Foundry
- **B.** HP Helion proprietary
- C. Nimbus
- D. Apache CloudStack

# **Answer: A**

Reference:

http://www8.hp.com/in/en/cloud/helion-devplatform-overview.html

# **Question No:4**

Which HP Helion portfolio solution offers pay-as-you-go compute, storage, and platform services to customers who want to consume but not build cloud services?

A. HP Helion Public Cloud
B. HP Helion Development Platform
C. HP HelionOpenStack
D. HP CloudSystem Enterprise

# **Answer: D**

Reference:

http://www8.hp.com/us/en/cloud/cloudsystem-enterprise.html

# **Question No:5**

According to Gartner research, what are market trends for hybrid cloud solutions over the next several years?

A. Nearly half of large enterprises will deploy hybrid clouds.

**B.** Most large enterprises will turn away from hybrid cloud and focus on private cloud solutions.