

HP

Exam HP2-E63

Advanced Selling HP Helion Cloud Solutions and Services

Version: 6.0

[Total Questions: 50]

Question No : 1

Which solution includes HP CloudSystem software, as well as the customer's choice of hardware and hypervisor from a variety of options?

- A. HP Helion Rack
- B. HP Helion CloudSystem on ConvergedSystem 700x
- C. HP Helion CloudSystem on ConvergedSystem 200 HC-Store Virtua
- D. HP Helion Content Depot

Answer: B

Question No : 2

What is one difference between HP Helion CloudSystem on HP ConvergedSystem 200 HC-Store Virtual and HP Helion CloudSystem on ConvergedSystem 700x?

- A. The second solution is more highly converged than the first.
- B. The second solution scales much further than the first.
- C. The first solution does not support CloudSystem Enterprise, while the second does.
- D. The first solution supports more options for hypervisors than the second.

Answer: A

Reference: <http://www8.hp.com/us/en/cloud/cloudsystem.html>

Question No : 3

You are attempting to qualify a customer for an HP Helion CloudSystem solution. Which statement describes qualifying questions that you should ask?

- A. The questions should focus on the customer needs for HP to develop new server, storage, and networking technologies for the future.
- B. The questions should focus on technical details of the server, storage, and networking technologies currently in use in the customer data center.
- C. The questions should focus on the architecture and design of the data center and ways that the customer hopes to improve this design.
- D. The questions should focus on the role of IT, the types of services business partners need, and ways IT can make the business more innovative

Answer: B

Question No : 4

You are meeting with a customer who is a candidate for HP Helion CloudSystem. The customer is concerned about scalability and asks if the HP solution will keep pace with the company's rapid growth.

What is one valid response?

- A. HP experts carefully scope the solution in advance, so the solution will not need to expand for several years.
- B. Customers can add HP Helion Content Depot to CloudSystem to enhance its scalability.
- C. HP Helion CloudSystem on ConvergedSystem 200 HC-Store Virtual is the most scalable cloud system in the market.
- D. The HP Helion solution received the highest rank in scalability from Ovum, a leading market researcher.

Answer: A

Explanation:

The ConvergedSystem 200-HC StoreVirtual is a scalable and highly available hyper-converged appliance that brings together simple management, powerful compute and mature data services into a single turnkey system. It is designed from the ground up to simplify virtual infrastructure from ordering, deployment, to support of business-critical apps and virtual desktops.

Question No : 5

You are proposing an HP Helion CloudSystem solution to a customer. You want to back up the value of the HP solution with independent opinions.

What does Forrester say about HP Helion CloudSystem?

- A. HP is rapidly winning market share from IBM, which is the current leader.
- B. HP ranks in the top-tier of public cloud service vendors.
- C. HP is the leader in private cloud solutions.
- D. HP is the only leader in public cloud solutions and ties for second place in private cloud.

Answer: B

Reference:<http://h30499.www3.hp.com/t5/Grouped-in-the-Cloud/Industry-s-1-ranked-private-cloud-just-got-better/ba-p/6444162>

Question No : 6

Which statement correctly describes HP Helion CloudSystem on ConvergedSystem 700x?

- A. It supports Microsoft Hyper-V only.
- B. It supports a variety of hypervisors, including VMware, Microsoft Hyper-V, and Red Hat KVM.
- C. It supports Citrix XenServer and Red Hat KVM.
- D. It supports Microsoft Hyper-V only, but can also support VMware with additional licensing.

Answer: B**Explanation:**

HP Helion CloudSystem Enterprise software supports a variety of different hypervisors, such as VMware, Microsoft Hyper-V, Red Hat KVM, and HP Integrity VM, as well as HP and non-HP infrastructure.

Reference:<http://www8.hp.com/h20195/v2/GetPDF.aspx/c04229565.pdf>

Question No : 7

You are deciding whether to propose one of these two solutions to a customer:

1. HP Helion Rack
2. HP Helion OpenStack and HP Helion Development Platform

Which characteristic qualifies a customer for the first solution rather than the second?

- A. The customer has a do-it-yourself approach and wants to leverage its existing hardware for the cloud.
- B. The customer is interested in the CloudSystem and Cloud Service Automation software,