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Exam : **HP2-E39**

Title : Selling HP Converged Infrastruture Solutions

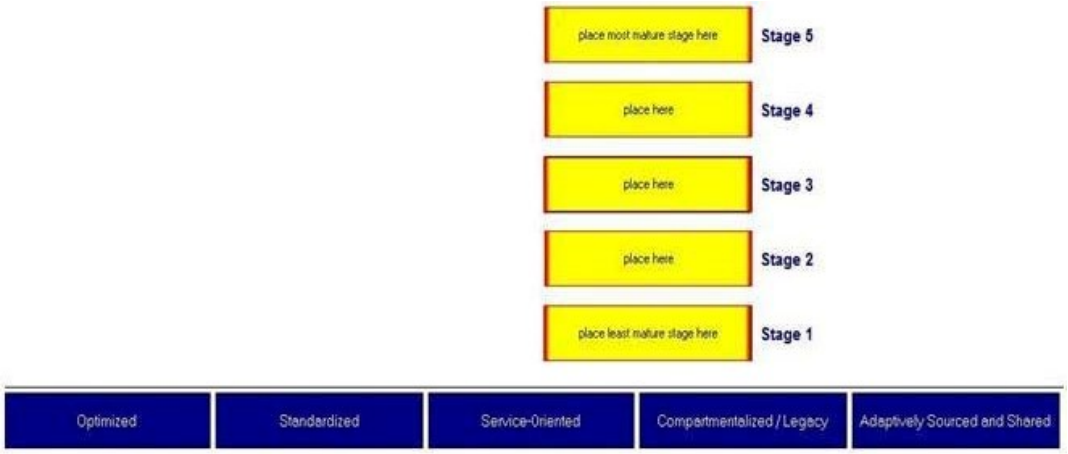
Version : Demo

1.Which business benefit will your customers realize by using HP Smart Grid technology?
A. Customers can run multiple protocols and make changes without having to bring down their servers.
B. Customers can use the same architecture to run and manage multiple workloads across servers, storage and networking.
C. Customers can extend the life of their data centers while using much less power and cooling.
D. Customers can decrease the time-to-delivery of technology services from months to hours.
Answer: C

2.If your customer needs to improve connectivity and bandwidth allocation online, which HP technology would you recommend.?
A. HP Virtual Request Pools
B. HP Matrix Operating Environment
C. HP Data Center Smart Grid
D. HP FlexFabric Network
Answer: D

3.What is the benefit to both you and your customer of using the Converged Infrastructure Maturity Model (CI-MM)?
A. It gives the customer access to an exclusive set of benchmarks and best practices of their competitors derived from primary research conducted by the HP Sales and Marketing Division.
B. It allows you to identify key pain points and top IT infrastructure gaps, enabling you to build an actionable plan toward a Converged Infrastructure.
C. It provides video demonstrations that outline specific customer benefits that can be derived when the solution is deployed in an actual customer environment.
D. It is a self-assessment tool that the customer can use as a replacement for extensive consulting engagements.
Answer: B

4.DRAG DROP
Arrange the boxes in order to build the CI-MM five stages of maturity.



Answer:

5.The Converged Infrastructure Maturity Model process helps to evaluate your customer's IT organization by investigating the resources used to plan, manage, and improve the delivery of IT services to their business. Which domain is this?
A. Technology and Architecture
B. Culture and Staff
C. Demand, Supply and IT Governance
D. Management Tools and Processes
Answer: A

6.Which HP array is well known for reducing storage administration time by 90%?
A. P9500 Disk Array
B. 3PAR Storage
C. Enterprise Virtual Array
D. P4000SAN
Answer: B

7.Once the customer understands the potential impact of HP Converged Infrastructure, which HP Network service would be the most appropriate for helping the customer build a strategy and a business case for adopting Converged Infrastructure?
A. Business Benefits Roadmap
B. Visioning Workshop
C. Assessment Service
D. Packaged Implementation
Answer: C

8.As part of the fundamental set of solutions for HP Instant-On Enterprise, which solution will help customers rethink how their company's data is gathered, stored and used?
A. information Optimization
B. Application Transformation
C. Converged Infrastructure
D. Enterprise Security
Answer: A

9 .HP's StoreOnce D2D backup system offers which significant advantages over traditional tape solutions? (Select two.)
A. Acts as a long term archive for infrequently accessed data
B. Offers huge savings in tape media and tape drive costs
C. Allows media to be moved offsite to 3rd party service providers
D. Provides faster backup and recovery windows
E. Provides job security for back-up administrators.
Answer: B,D

10.What is the biggest difference between HP Critical Advantage and HP Proactive Select?
A. Critical Advantage includes hardware and software, while Proactive Select only includes hardware.
B. Critical Advantage is integrated with Mission-Critical Partnership, while Proactive Select is not.
C. Critical Advantage includes reactive support, while Proactive Select does not.
D. Proactive Select includes 24x7 Access to HP technical experts, while Critical Advantage does not.
Answer: B