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Exam : **HP2-T32**

Title : Selling HP Enterprise Server Solutions and Services

Version : Demo

1.Which leading third-party virtualization platforms support HP BladeSystems?
A. Lismore Software and Guest PC
B. Stromasys. CHARON, and Microsoft
C. VMWare, Microsoft, and Red Hat KVM
D. OKL4, Microvisor, and Guest PC
Answer: A

2.Which qualifying question can a sales professional ask a Chief Information Officer (CIO) to validate the opportunity for an HP Helion Hybrid Cloud?
A. What workloads or applications are you focused on supporting in your cloud deployment?
B. Are you aware that there have been some serious security breaches when a company moves to a hybrid cloud?
C. Are you clear about the differences between private, public, and hybrid clouds?
D. What business risks have you incurred during your virtualization efforts?
Answer: C

3.What is the reason that manufacturing sciences and development, and computer-aided engineering, are using the Apollo family of hyperscale computers?
A. An Apollo system is an ideal first server for SMBs or for general purpose applications.
B. The Apollo systems can deliver up to four times the performance of standard rack servers, while using less space and energy.
C. The Apollo systems are high-performance graphics-enabled blade systems for end-user high-energy computing workloads.
D. The Apollo systems all feature water cooled internal infrastructure.
Answer: D

4.Which business outcome for Mid-market and Enterprise customers is achieved by the improved performance, reliability, and overall ease-of-use of HP Compute solutions?
A. improved partner relationships
B. improved workforce reduction efforts
C. improved customer retention and experiences
D. improved vendor relationships
Answer: B

5.Which qualifying question can a sales professional ask a Line of Business Manager (LOB) to validate the opportunity for a specialized workload server solution?
A. Are you creating new workloads to deploy new context-rich services?
B. Are you experiencing increased management complexity because of workload sprawl?
C. How large is the infrastructure environment for workloads?
D. How do your current workloads contribute to operating cost reductions?
Answer: A