



HP2-E58^{Q&As}

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QUESTION 1

Your customer's current HP solutions include HP MSA 2000 and HP ProLiant ML300 products. They are ready to enter the next phase of business expansion. Which product families should you suggest for their upgrade?

- A. HP StoreVirtual and MicroServers
- B. HP XP and ProLiant SL6500
- C. HP StoreOnce 4x00 and ProLiant DL300
- D. HP D-Series Disk Enclosures and a MultiService Router (MSR) 900

Correct Answer: C

QUESTION 2

What value does the HP ProLiant 3D Sea of Sensors technology provide?

- A. Visibility into and control over energy usage to decrease power and cooling costs
- B. Continuous monitoring of users to enable early detection of suspicious activity and security threats
- C. Ability to monitor traffic and process high-priority packets first, improving overall performance
- D. Remote visibility into servers' operating systems, which simplifies server management

Correct Answer: A

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-9650ENW.pdf> (page 2)

QUESTION 3

Sales engagements can follow a transactional or consultative pattern. Which type of sales engagement is appropriate for HP Enterprise Group solutions and why?

- A. Consultative; because this approach deepens the solution and expands the sale
- B. Transactional; because this approach simplifies the sales process
- C. Transactional; because customers often already know what they want
- D. Consultative; because customers need a quick recommendation for "one-size-fits-all" solutions

Correct Answer: A

The breadth of capabilities within the HP Enterprise Group family requires Consultative Selling. The Consultative sale is best when a strategic sale is required with a customer you know and understand. (Study guide p;34)



QUESTION 4

Match each HP server innovation with the appropriate HP product family.

Provides software-defined servers for social, mobile, cloud, and big data
Supports high-density deployments
Provides Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight
Uses significantly less power than servers offering equal performance
Designed with tool-less access and smart socket guide

HP Moonshot or HP ProLiant Gen8
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Hot Area:

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HP ProLiant Gen8 server innovations include: (Study guide p.15) Tool-less access Smart socket guide The ability to work best when paired with HP Insight Management, HP SmartMemory, and HP Moonshot Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight HP Moonshot redefines IT infrastructure with the world's first software-defined server for social, mobile, cloud, and Big Data. HP Moonshot features low power, high density, compute power for dedicated applications.

QUESTION 5

Which customer value does the HP commitment to OpenSource Linux provide?

- A. It provides for free escalation support on all major distributions of Linux running on HP hardware.
- B. It provides an HP distribution of Linux that is less expensive than distributions from competitors.
- C. It provides direct insight into the servers power use, resulting in lower power and cooling costs.
- D. It prevents customers from being locked into a small range of solutions, and also lowers their costs.

Correct Answer: D



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