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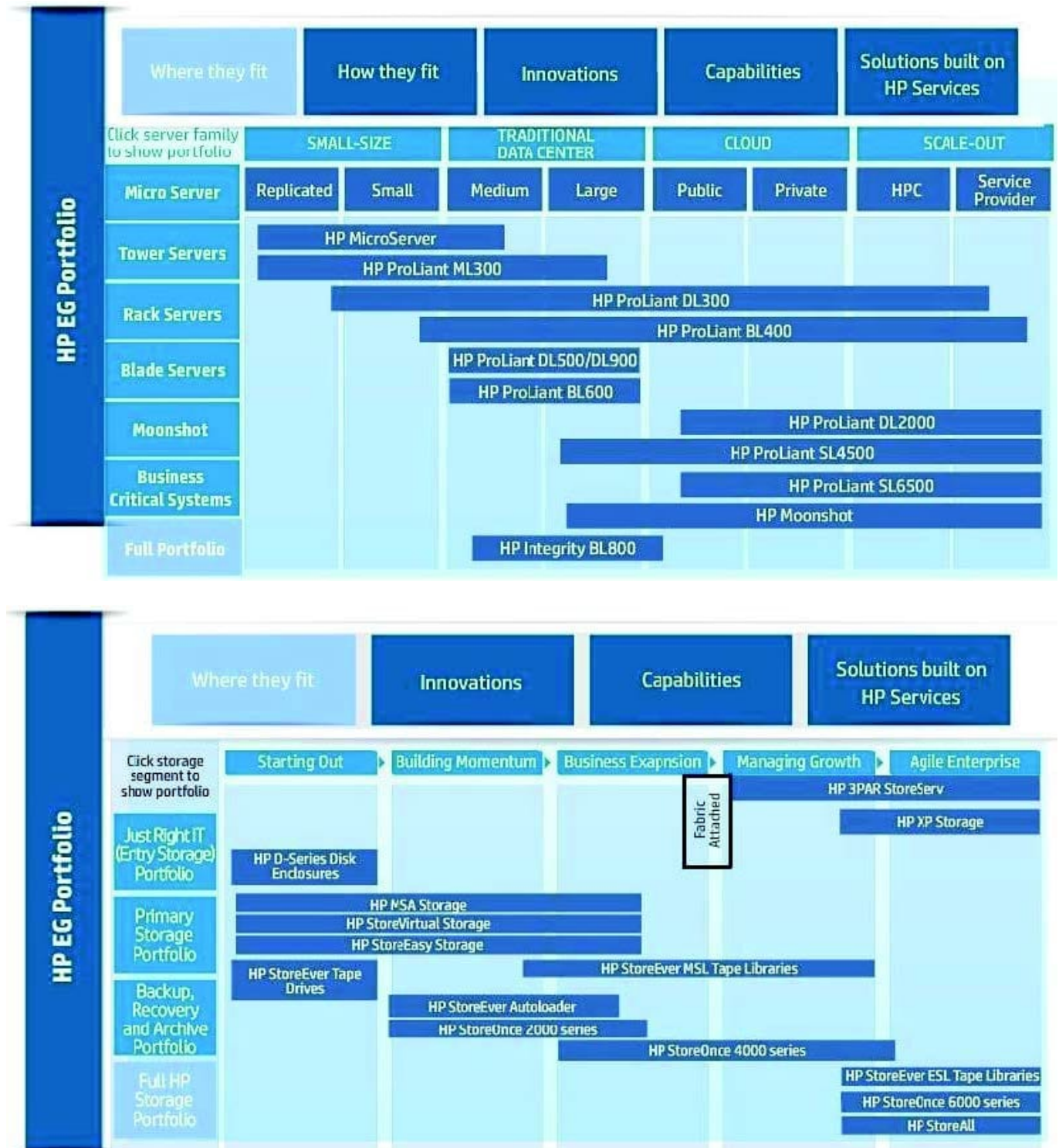
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QUESTION 1



You are looking for the right HP server solution for a customer. Where can you find server positioning information?

- A. HP Just Right Guide or Simply IT Solutions Guide
- B. HP Solutions Builder Program portal



- C. HP Systems Insight Management (SIM) portal
- D. HP Network Design Consulting Guide

Correct Answer: A

http://h17007.www1.hp.com/docs/justrightit/100261473-1%20JRIT_Solution_Guide_RD4_0823_ct.pdf

QUESTION 2

Which HP CloudSystem features help businesses manage private, public, and hybrid cloud environments? (Select two.)

- A. Built-in software-defined network (SDN) controller
- B. Complete management of the service lifecycle
- C. A software-defined server platform for social, mobile, cloud, and big data
- D. Support for multi-hypervisor and multi-OS infrastructures
- E. A pre-integrated technology stack, configured for a particular application

Correct Answer: BD

As part of the HP Converged Cloud portfolio, HP CloudSystem enables enterprises and service providers to build and manage services across private, public and hybrid cloud environments on a simplified, integrated architecture: (Study guide p.12) Intelligent automation; application-to-infrastructure

Complete service lifecycle management from provisioning to monitoring to retirement

Supports multi-hypervisor, multi-OS, and heterogeneous infrastructures

Pre-packaged service design tools HP Cloud Maps

Built on proven and market-leading HP Converged Infrastructure and HP Cloud Service Automation

QUESTION 3

Which statement correctly describes how HP FlexFabric solutions can flatten customers' networks?

- A. The topology has 1, 2, or 3 tiers, but Intelligent Resilient Framework (IRF) is only an option for 2-tier and 3-tier solutions
- B. The topology removes the wireless controller layer by using switches to manage wireless access points
- C. HP 59X0 Switch Series top of the rack (ToR) switches and rack servers are components of a simplified 1-tier solution
- D. HP Intelligent Resilient Framework (IRF) and HP BladeSystem technologies deliver a low latency 1-tier topology.

Correct Answer: D



<http://h17007.www1.hp.com/us/en/whatsnew/august/230811-2.aspx>

QUESTION 4

A customer wants to know how the HP solution provides the company a competitive advantage and how it reduces costs. In which category of the strategic selling model does this customer belong?

- A. The coach
- B. The technical buyer
- C. The economic buyer
- D. The user

Correct Answer: C

Economic buyer Often the President or the CEO. They're motivated by the big picture. They want to know how this purchase will give them a competitive advantage, make more money, or cut costs for the company. They look for proof of performance, such as examples of how other companies have benefited. Often the economic buyer's motivation and goals trickle down to others in the company to support internal initiatives. (Study guide p.35)

QUESTION 5

How does HP Converged Infrastructure transform a traditional IT infrastructure into an optimized and efficient architecture?

- A. It pools servers, storage, networking, and services in a common architecture.
- B. It adds additional layers to the network environment to increase speed and scalability.
- C. It increases separation between manager roles, so managers can better focus on services.
- D. It deploys best-in-industry proprietary protocols across the IT architecture.

Correct Answer: A

Establish a common, modern IT architecture that pools servers, storage, networking and services (Study guide p.12)

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