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QUESTION 1

How does HP HelionOpenStack provide customers with a business-ready version of OpenStack?

- A. It provides HP support and indemnification against copyright disputes
- B. It provides a full platform of developer tools, such as MySQL, and supports a variety of scripting languages.
- C. It provides management of server, storage, and network hardware in an HP ConvergedSystem 700x
- D. It provides drag and drop design for services and a catalog to which IT can publish the services

Correct Answer: B

QUESTION 2

How did Forrester and Ovum rate the HP private cloud solutions in 2013?

- A. Both Forrester and Ovum rated HP at the second tier.
- B. Forrester rated HP as a leader, and Ovum rated HP as a challenger (second tier).
- C. Forrester rated HP as a strong performer (second tier), and Ovum rated HP as a leader.
- D. Both Forrester and Ovum rated HP as a leader (first tier).

Correct Answer: D

QUESTION 3

What are characteristics of REST as leveraged by HP OneView? (Select two.)

- A. Consistent API with a common data model
- B. Maintains transient state for multi-tier application deployments
- C. Runs via secure TCP sockets only
- D. A simple, stateless architecture

Correct Answer: BD

QUESTION 4

Which customer benefits are provided by the HP ConvergedSystem portfolio? (Select three)

- A. Ability to integrate third-party storage in the factory to ensure interoperability
- B. Performance tuned for a particular application



- C. Operating systems and applications that are loaded by the factory
- D. Purpose-built systems designed to handle key workloads
- E. Ready to run upon delivery
- F. Servers, storage, and network pieces that are separately shipped

Correct Answer: BDF

QUESTION 5

An HP BladeSystem customer asks for guidance from HP to better understand the potential of cloud for their business.

Which HP service should you suggest?

- A. Cloud Roadmap Service
- B. CloudStart Service
- C. Cloud Design Service
- D. Converged Cloud Workshop

Correct Answer: A

Reference:

[http://www.techdata.ca/\(S\(ts3mg0fdwcvbj2rxqdr0xh55\)\)/content/tdcloud/files/hp/HP_Cloud_System_Sales_Playbook.pdf](http://www.techdata.ca/(S(ts3mg0fdwcvbj2rxqdr0xh55))/content/tdcloud/files/hp/HP_Cloud_System_Sales_Playbook.pdf)

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