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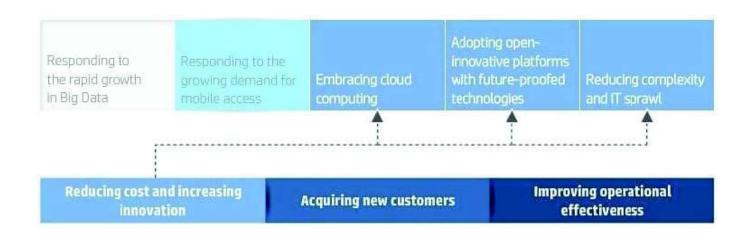![Pass2Lead Logo](https://Pass2Lead.com)
QUESTION 1

Businesses need to reduce costs and increase original and creative approaches. Which of these IT initiatives are most related to that business driver? (Select two.)

A. Responding to increased demand for mobile access

B. Embracing cloud computing

C. Cutting back on the rapid growth of big data

D. Shifting away from complex Bring Your Own Device (BYOD) environments

E. Adopting innovative platforms and technologies

Correct Answer: BE

QUESTION 2

A customer is calculating the Return on Investment (ROI) of an HP solution. Over the solution\'s lifetime, in present dollars, the company expects: $1,000,000 USD in investment gains $800,000 USD in costs for the investment

What is the ROI?

A. 20 percent

B. 25 percent

C. 80 percent

D. 125 percent

Correct Answer: B

$$ROI = \frac{(\text{Gain from Investment} - \text{Cost of Investment})}{\text{Cost of Investment}}$$

QUESTION 3

Compared to HP Proactive Care, what are some weaknesses of Dell\\'s support offering? (Select two.)

A. No predictable and transparent contracts

B. No optimization of products

C. Account management offered only with high end support

D. Limited offerings for complex environments

E. No credit-based services offering

Correct Answer: DE

HP strengths	IBM weaknesses	Dell weaknesses
➤ Flexible way to purchase services for IT infrastructure needs, providing budgeting flexibility	➤ No comparable purchasing method or credits-based services offering	➤ No comparable purchasing method or credits-based services offering
➤ Account Support Manager to identify, plan, and schedule services for engineering needs	➤ Account management only offered with higher end support or customized services	➤ No Depth. Limited offering for complex environments
➤ Menu driven, wide range of services with fixed scope and price (For example, services around SAP environments, virtualization, availability, performance and energy consumption)	➤ Custom contracts are variable and negotiable, and so not predictable and transparent	
➤ Focus on avoiding problems rather than providing faster support when any problem occurs		

For IBM or Dell to match the menu of Proactive Select, their customers need a custom contract or need to purchase multiple services ... either of which costs more than HP Proactive Care.

QUESTION 4

What is one way that the implementation of HP Converged Infrastructure will benefit a company\\'s data center?

A. It allows the IT staff to upgrade the infrastructure devices, server software, and SAN without any downtime

B. It delivers speed and agility so uptime targets are met and Service Level Agreements (SLAs) are maintained

C. It provides thick provisioning for storage helping businesses to double vital storage volumes

D. It allows companies to compartmentalize servers, SANs, and network infrastructure devices so they can be managed more easily

Correct Answer: B

HP Converged Infrastructure: (Study guide p.22) Simplifying and aligning IT to the speed of the business Fully integrated converged systems and accelerating the deployment of all our customers\\' top initiatives in virtualization, cloud, collaboration, and Big Data Deliver speed and agility Ensure uptime targets are met and SLAs maintained Lower costs and risks Allow IT staff time for innovation

QUESTION 5

What is the recommended level of technology services for the "Starting Out customer phase?

A. HP Foundation Care

B. HP Proactive Care

C. HP Level One Support

D. HP Basic Technology Services

Correct Answer: A

HP Foundation Care (Study guide p.40): Affordable reactive hardware and software support Fast essential IT support

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