

# HP2-E58<sup>Q&As</sup>

Selling HP Converged Infrastructure Solutions

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**QUESTION 1**

A medium-sized research company is considering an HP StoreOnce solution. Which feature distinguishes this HP solution from the competition?

- A. Virtualization that extends even to entry level storage solutions
- B. A thick provisioned memory cluster that protects customers\' data
- C. Support for direct connectivity to servers with Converged Network Adapters (CNAs)
- D. deduplicate data on application servers or backup servers before it is transferred to a centralized HP StoreOnce Backup system

Correct Answer: D

Reference: [http://www8.hp.com/us/en/hp-news/press-release.html? th id=1247991#.Up4SUGQmmZ0](http://www8.hp.com/us/en/hp-news/press-release.html?th id=1247991#.Up4SUGQmmZ0) ( HP storeonce: redefining data deduplication, 4 para)

**QUESTION 2**

Match each service with the correct HP care package.

an assigned Account Support Manager and annual support plan to align IT priorities	<input type="text"/>
integrated, onsite support for hardware and software	<input type="text"/>
single point of contact for problem resolution only, including resolution of problems with third-party ISV software	<input type="text"/>

Hot Area:

an assigned Account Support Manager and annual support plan to align IT priorities	<input type="text"/>
integrated, onsite support for hardware and software	<input type="text"/>
single point of contact for problem resolution only, including resolution of problems with third-party ISV software	<input type="text"/>

Collaborative Support
Foundation Care with Support Plus
Proactive Care Personalized Support option

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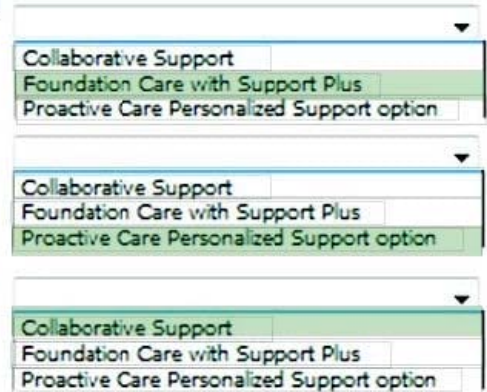
Collaborative Support
Foundation Care with Support Plus
Proactive Care Personalized Support option

Correct Answer:

an assigned Account Support Manager and annual support plan to align IT priorities

integrated, onsite support for hardware and software

single point of contact for problem resolution only, including resolution of problems with third-party ISV software



Collaborative Support provides reactive hardware support plus basic software diagnosis support and 3rd party collaboration Support Plus and Support Plus 24 provides integrated reactive hardware and software support (Study guide p.17) Benefits of HP Proactive Care Personalized Support Option (Study guide p.18) A technical expert who knows the customer's environment: An assigned HP Account Support Manager (ASM) provides best-practice advice and collaboration regarding projects and issues Tailored services: Up to 4 business days per year of ASM time to provide technical and operational advice based on best practices Support planning: In addition to the operational and technical advice time, a support plan is developed annually and reviewed twice a year to help minimize risk to the business by documenting, tracking, and executing key services Flexibility: If the customer's needs grow during the service agreement, additional days can be ordered to support unanticipated events or issues

### QUESTION 3

You are meeting with a company's chief information officer (CIO) to discuss an HP solution. Based on a CIO's typical concerns, which point should you emphasize?

- A. How the HP solution helps the company meet its service level agreements (SLAs)
- B. How the HP solution helps to eliminate routine and tedious configuration tasks
- C. How the HP solution has mechanisms for simplifying provisioning and deployment
- D. How the HP solution has innovative technologies and how these technologies work

Correct Answer: A

Reference: <http://h18006.www1.hp.com/storage/pdfs/4AA4-6608ENW.pdf>

### QUESTION 4

What is the main HP FlexManagement product?

- A. HP Intelligent Resilient Framework (IRF), which combines physical ports across multiple network devices into one virtual resource
- B. HP Virtual Connect Enterprise Manager (VCEM), which manages physical and virtual networking resources across the data center
- C. HP Intelligent Management Center (IMC), which simplifies management for both the virtual and physical network

infrastructure

D. HP RF Manager, which unifies wired and wireless network environments into an automated, complex, multi-platform environment

Correct Answer: C

HP FlexManagement provides Intelligent Management Center (IMC) provides a unified view into the virtual and physical network infrastructure and helps IT overcome the challenges of administering the new virtual server edge. (Study guide p.28)

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#### **QUESTION 5**

How is HP distinguishing itself in the server market?

- A. Its FlexFabric servers segment storage and traditional data traffic to serve each more effectively
- B. Its Thin Provisioning ProLiant Technology consolidates more compute power in an efficient form factor
- C. Its Moonshot servers pool every resource possible, delivering powerful services very efficiently
- D. Its MicroServers offer high performance and availability in a very small form factor

Correct Answer: C

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