

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

Selling HP Converged Infrastructure Solutions

## Pass HP HP2-E58 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/hp2-e58.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers

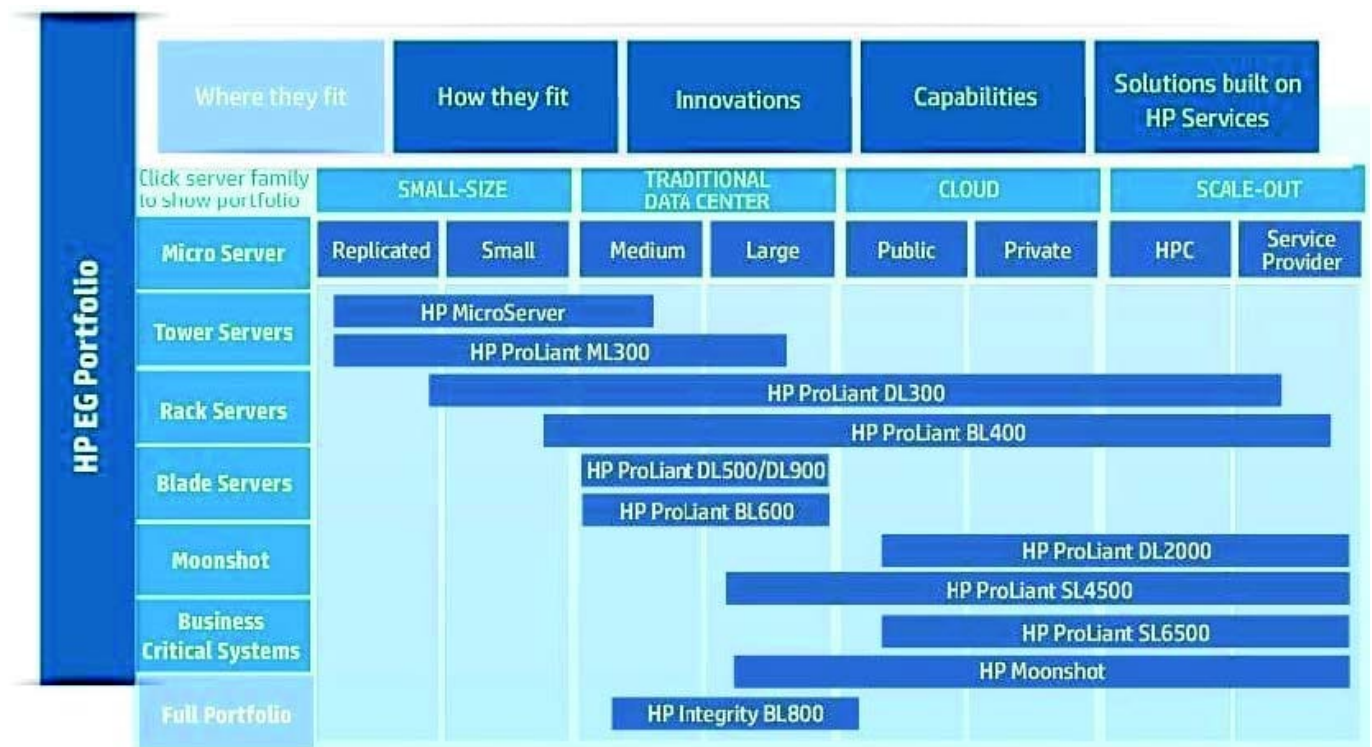


**QUESTION 1**

A small business owner is looking for a basic storage solution. What other non-storage product should you offer as a cross-sell?

- A. HP MicroServer
- B. HP Moonshot 1500 Chassis
- C. HP 3PAR system
- D. HP FlexFabric 59X0 Series switch

Correct Answer: A



**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?

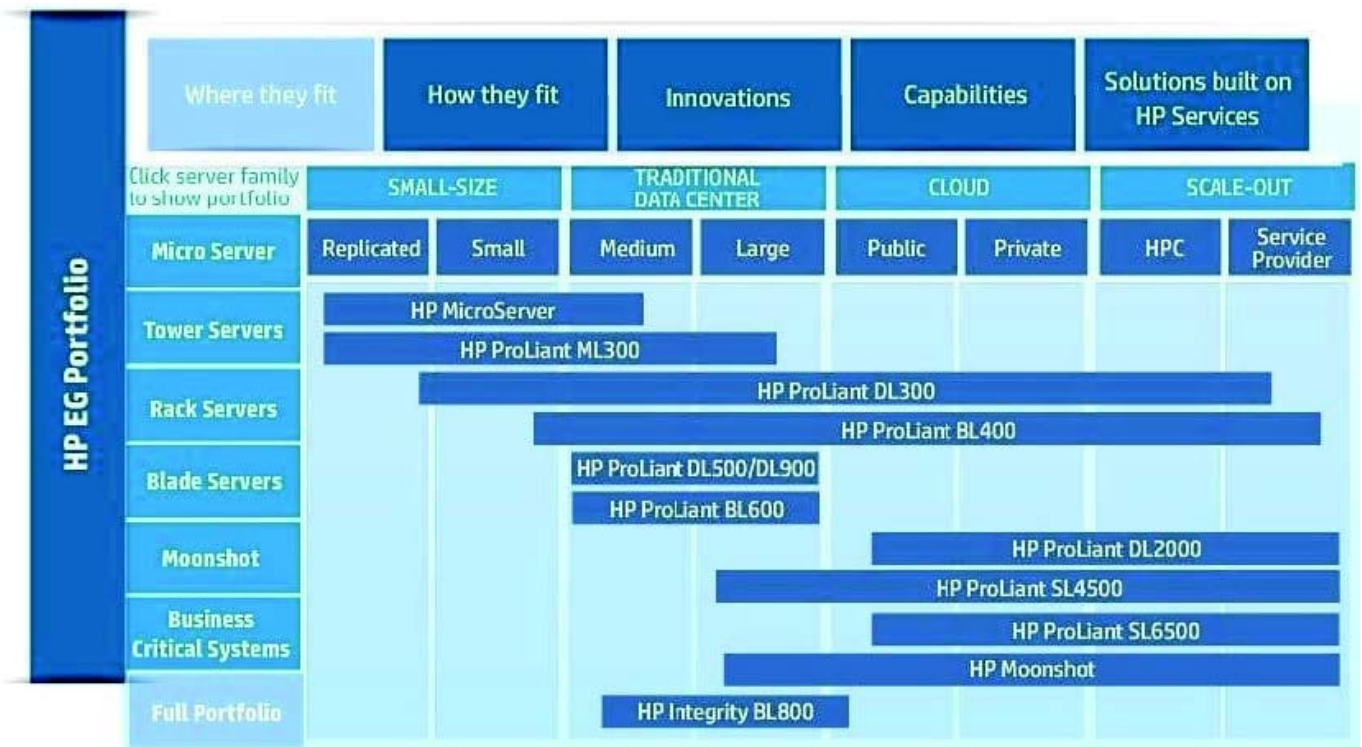
- A. 20 percent
- B. 25 percent

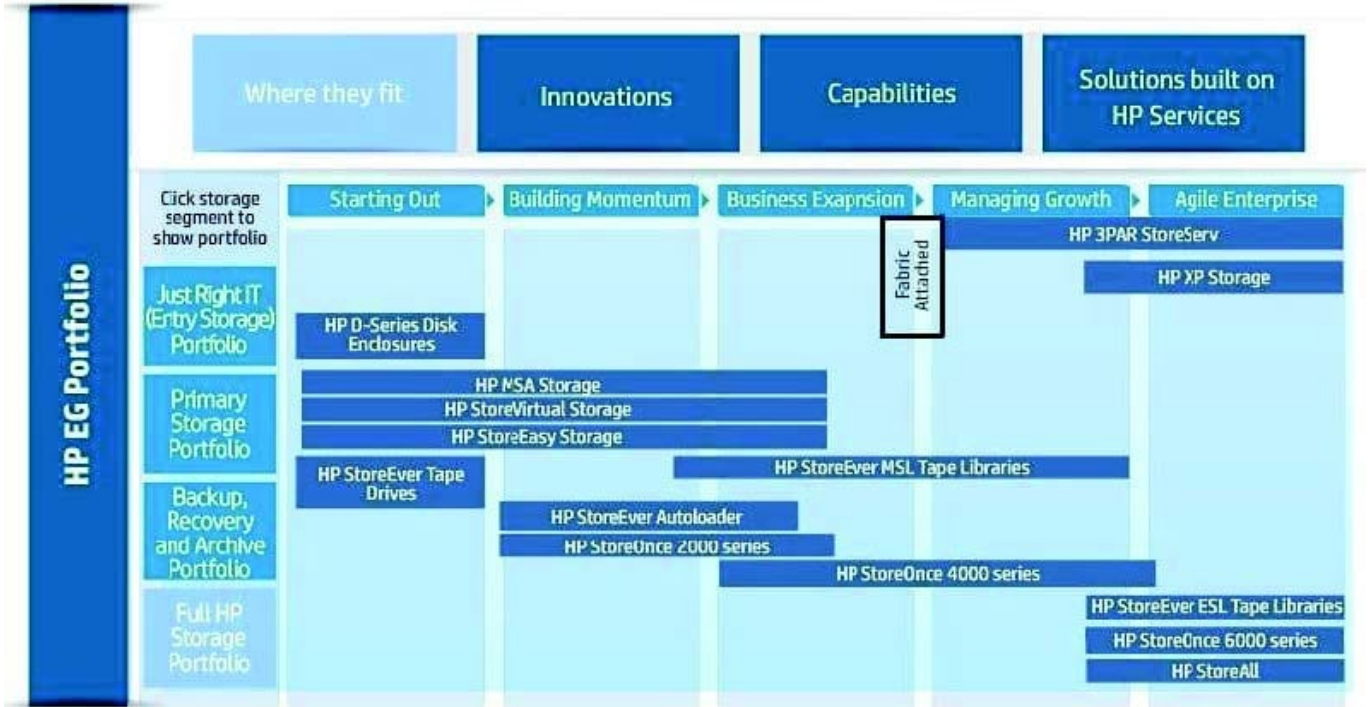
- C. 80 percent
- D. 125 percent

Correct Answer: B

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

**QUESTION 3**





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

**QUESTION 4**

How should you assess a customer's needs for an HP Medium Business Group solution?

- A. Because mid-market customers rarely have similar goals, do not attempt to segment customers by needs
- B. Consider a variety of factors including IT maturity, financial goals, and the competitive environment.
- C. Primarily use the company's financial goals to determine the correct "one size fits air solution.
- D. Primarily consider the specific number of employees to determine the appropriate solution.

Correct Answer: B

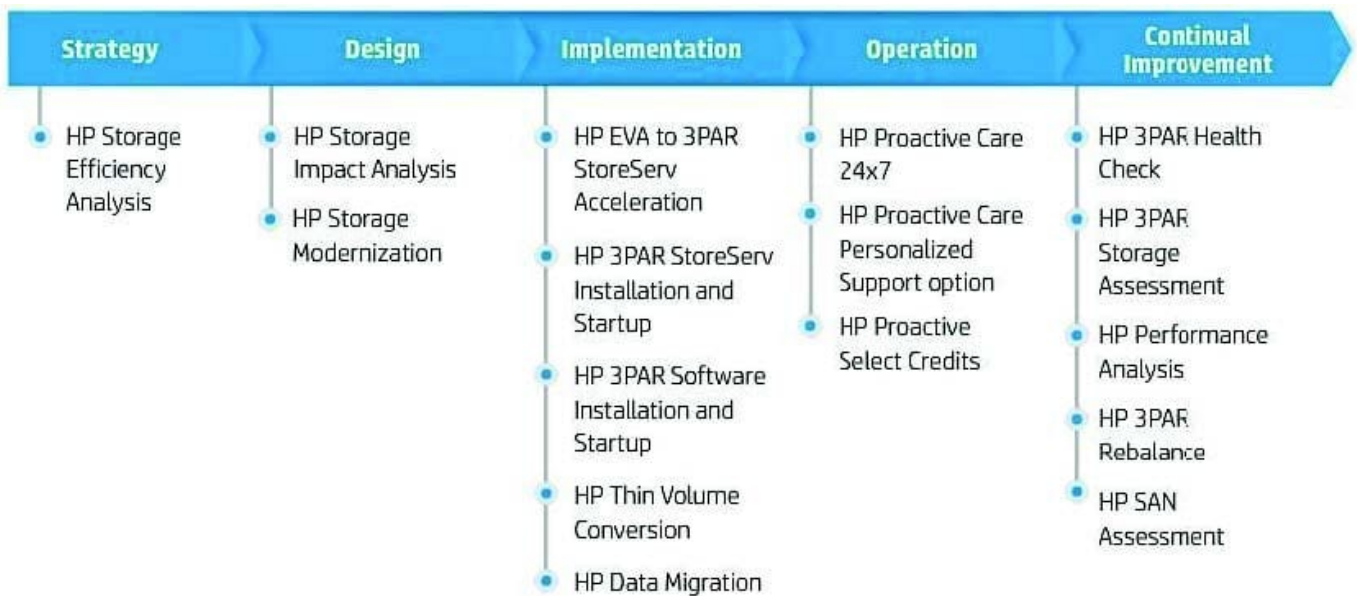
Customer needs can depend on several factors: (Study guide p.6) Level of IT maturity Organizational maturity Buying cycle Industry trends Competitive environment Management style Financial position

**QUESTION 5**

A customer is currently using an older storage technology. The customer would like to move to HP 3PAR StoreServ Storage, but is worried about the business disruption that moving to a new storage system might cause. Which HP services would you suggest? (Select two.)

- A. HP Data Migration
- B. HP Storage Impact Analysis
- C. HP 3PAR Storage Assessment
- D. Proactive Care 24 x 7
- E. HP 3PAR Health Check

Correct Answer: AD



HP Proactive Care with 24x7 cover would minimize unplanned down time and pay for itself.(Study guide p.28)

[Latest HP2-E58 Dumps](#)

[HP2-E58 Exam Questions](#)

[HP2-E58 Braindumps](#)