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QUESTION 1

For which customer situation would you recommend HP Intelligent Management Center (IMC. Smart Connect)?

- A. A customer updated their data center to support Virtual Machines (VMs) and needs visibility into how these VMs connect to the network.
- B. A customer wants to allow users to access the wired and wireless network using their own devices.
- C. A customer's needs to add a Storage Area Network (SAN) that provides data storage for all the VMs in the data center.
- D. A customer needs to implement a wireless network for employees who have company-issued laptops.

Correct Answer: B

IMC Smart Connect: (Study guide p.17)

Provides a plug-and-play BYOD management solution; single pane-of-glass management virtual appliance, Intelligent Management Center IMC User Access Manager, integrated database and OS , Optional WLAN manager, fully integrated

user access policy speeds installation, easier to use. Reference:

<http://h17007.www1.hp.com/docs/products/4AAA4-5108ENW.pdf> (page 1, product overview)

QUESTION 2

Which benefit does HP 3PAR Thin Provisioning technologies provide?

- A. A highly efficient backup and restore solution that uses federated deduplication
- B. A high-speed network that uses a simple, flat topology
- C. A single-pane-of-glass management solution for provisioning networks, storage, and servers
- D. A lower cost storage solution that uses as few as half the disks

Correct Answer: D

Reference: <http://www8.hp.com/us/en/products/storage-software/product-detail.html?oid=5044622#!tab=features> (first bullet on the page)

QUESTION 3

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)

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

Match each question to the corresponding stage in the buying cycle for an HP storage solution.

How can HP Technology and Financial services address the customer's deployment needs?

How can HP Storage Solutions help address needs such as scaling disk capacity?

What sort of application and data growth is the customer experiencing?

Hot Area:

How can HP Technology and Financial services address the customer's deployment needs?

	▼
Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

How can HP Storage Solutions help address needs such as scaling disk capacity?

	▼
Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

What sort of application and data growth is the customer experiencing?

	▼
Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

Correct Answer:

How can HP Technology and Financial services address the customer's deployment needs?

	▼
Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input checked="" type="checkbox"/>

How can HP Storage Solutions help address needs such as scaling disk capacity?

	▼
Recognize needs	<input type="checkbox"/>
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