

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

Selling HP Converged Infrastructure Solutions

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### QUESTION 1

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)

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### QUESTION 2

A customer is considering whether moving toward the cloud makes sense for their business. How does the HP Cloud Optimizer help the customer meet their IT initiatives?

- A. It automatically aligns the physical network with the needs of connected virtual machines (VMs).
- B. It flattens the cloud networking environment so that it better supports mobile data.
- C. It manages the support relationship with the cloud service provider
- D. It simplifies moving applications and data between a private data center and the cloud.

Correct Answer: D

CloudOpt enables easier onboarding and migration to the cloud by accelerating data movement and application access. (Study guide p.35)

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### QUESTION 3

What differentiates HP Technology Services from its competitors' services?

- A. Expedited problem resolution for mission-critical devices, improving response times by 15%
- B. Health check scans to determine the state of devices
- C. Assigned technical experts, who are responsible for problems until they are completely resolved
- D. multiple contracts and points of contact that cover all the company's resources

Correct Answer: A

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**QUESTION 4**

Which IT concern is most related to users' demands for mobile access?

- A. the lack of security for encryption keys on workflows moving in the cloud
- B. the pressure to respond quickly to rapidly-changing technologies
- C. the difficulty in scaling network capacity for the increase in traffic
- D. the difficulty in collecting, analyzing, and querying rapidly growing data

Correct Answer: C

Responding to the demand for mobile access: Most legacy network infrastructures were not built to allow consumer-oriented devices to access corporate data and applications. Lack of network capacity and scalability and Wireless Local Area Network were not originally designed to cope with the huge traffic demands of consumer devices, and support for devices that need to connect is a big consideration (Study guide p.33)

**QUESTION 5**

**HP EG Portfolio**

HP Converged Infrastructure → Innovations → Capabilities → Solutions built on HP Services

**Converged Infrastructure is built on HP innovations which include:**

- HP Moonshot
- Industry leader Software Defined Networking
- HP AppSystem (for Vertica, Apache Hadoop, SAP HANA, Microsoft SQL Server)
- HP VirtualSystem
- HP CloudSystem

HP Moonshot redefines IT infrastructure with the world's first software-defined server for social, mobile, cloud, and Big Data.

Roll over the innovations to learn more.  
Take a few minutes to think about what value these can bring to your customers

A small business with one corporate office and two small branch offices wants to upgrade their aging server hardware. The business is stable, with no plans for expansion or migration to the cloud. The IT manager is looking for a solution that

will offer maximum flexibility and all-inclusive storage to each branch office.

Which HP server family best meets this customer needs?

- A. HP Moonshot
- B. HP ProLiant SL6500
- C. HP Integrity BL400
- D. HP ProLiant ML310

Correct Answer: C

Reference: <http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%20AA4-0118ENW.pdf> (page 17, first para)

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