

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

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**QUESTION 1**

Your customer's current HP solutions include HP MSA 2000 and HP ProLiant ML300 products. They are ready to enter the next phase of business expansion. Which product families should you suggest for their upgrade?

- A. HP StoreVirtual and MicroServers
- B. HP XP and ProLiant SL6500
- C. HP StoreOnce 4x00 and ProLiant DL300
- D. HP D-Series Disk Enclosures and a MultiService Router (MSR) 900

Correct Answer: C

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**QUESTION 2**

You are meeting with a customer to discuss a server solution. According to the server opportunity timeline, how should you begin the conversation?

- A. Ask about the customer's budget.
- B. Ask about the customer's general impression of HP solutions.
- C. Ask whether the customer is considering other vendors.
- D. Ask about the customer's business needs and goals.

Correct Answer: D

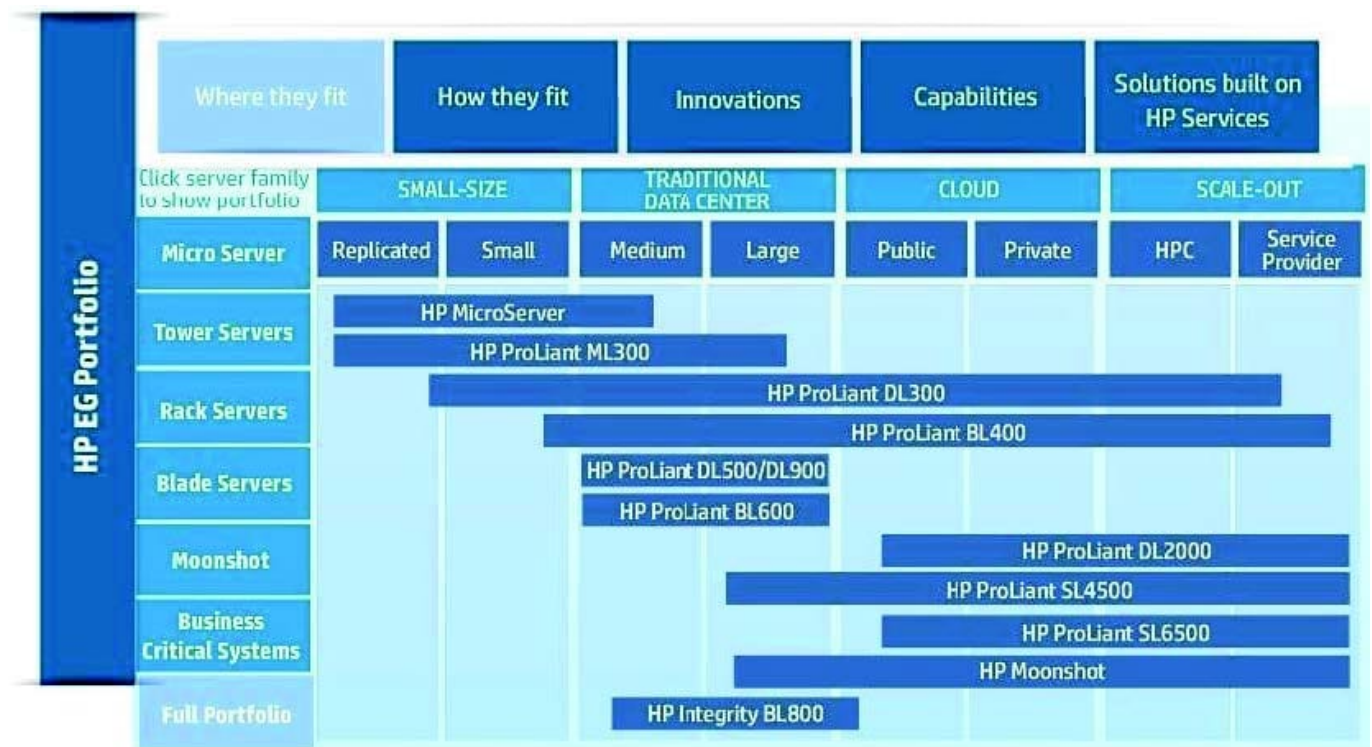


**QUESTION 3**

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 4**

What value does the HP ProLiant 3D Sea of Sensors technology provide?

- A. Visibility into and control over energy usage to decrease power and cooling costs
- B. Continuous monitoring of users to enable early detection of suspicious activity and security threats
- C. Ability to monitor traffic and process high-priority packets first, improving overall performance
- D. Remote visibility into servers\' operating systems, which simplifies server management

Correct Answer: A

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-9650ENW.pdf> (page 2)

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#### QUESTION 5

Your customer is purchasing HP servers and switches for its data center. The customer needs to ensure high availability for its mission-critical services. Which HP service should you recommend?

- A. HP Foundation Care Plus with consolidated support options
- B. HP Collaborative Support
- C. HP Foundation Care
- D. HP Proactive Care Plus with personalized support options

Correct Answer: D

Benefits of HP Proactive Care Personalized Support Option (Study guide p.19)

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  
Offers: High availability for mission-critical services  
Flexibility: If the customer's needs grow during the service agreement, additional days can be ordered to support unanticipated events or issues

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#### QUESTION 6

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 7

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 8

Which benefits differentiate HP servers from competitors' servers? (Select two.)

- A. HP is the only vendor that unifies UNIX and x86 hardware.
- B. HP servers include a Get Virtual Guarantee.
- C. HP servers feature autonomic management and tier 1 capabilities at mid-range prices.
- D. HP servers have a 33% lower Total Cost of Ownership (TCO).
- E. HP servers support open standards, rather than proprietary technologies.

Correct Answer: AD

HP: Key value differentiators				
Servers	Storage	Networks	Technology Services	Converged Systems
<ul style="list-style-type: none"> <li>&gt; Dell: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: 150 design innovations</li> <li>&gt; HP: ROI in 5 months</li> <li>&gt; HP: 65% more performance for same power / space</li> <li>&gt; HP: 66% faster problem resolution</li> <li>&gt; HP: only vendor unifying UNIX and x86</li> <li>&gt; HP: 30 days per year less admin</li> <li>&gt; HP: 33% lower TCO</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 2x VM density</li> <li>&gt; IBM: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: Get Thin Guarantee</li> <li>&gt; HP: Autonomic Management</li> <li>&gt; HP: Get Virtual Guarantee</li> <li>&gt; HP: Federated de-duplication</li> <li>&gt; HP: Integrated Blade SAN</li> <li>&gt; HP: innovation leader</li> <li>&gt; HP: unique Tier 1 SMB to Enterprise array</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: world no.2</li> <li>&gt; HP: Pioneering spatial stream MIMO APs</li> <li>&gt; HP: plug-and-play BYOD solution</li> <li>&gt; HP: up to 75% less complex</li> <li>&gt; HP: Manage 6000 different network devices from 220 manufacturers</li> <li>&gt; HP: 2x Scalable Data Center Fabric</li> <li>&gt; HP: VAN deploy in minutes not months</li> <li>&gt; HP: SDN ready infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: assigned technical experts, who own problems end-to-end</li> <li>&gt; HP: Environment-Wide Entitlement (One contract for anything in your environment)</li> <li>&gt; HP: single point of contact for both HP and third party vendors</li> <li>&gt; HP: 24x7x365 system monitoring</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 75% faster provision of apps</li> <li>&gt; HP: Open, not closed</li> <li>&gt; IBM: complex management</li> <li>&gt; IBM: Proprietary vs. Open</li> <li>&gt; Oracle: most closed system</li> <li>&gt; IBM: too many layers</li> <li>&gt; Cisco: Network vs. Application-centric</li> <li>&gt; IBM: incomplete and expensive services</li> <li>&gt; HP: decrease downtime from 10 hours to 20 minutes per year</li> <li>&gt; HP: Shift &gt;50% of effort from ops to innovation</li> </ul>

**QUESTION 9**

Which HP innovation allows a customer to connect multiple switches into a single virtual device?

- A. Intelligent Management Center (IMC).
- B. Smart Connect
- C. Intelligent Resilient Framework (IRF)
- D. Virtual Connect

Correct Answer: C

HP IRF provides software virtualization technology to connect multiple network devices through physical IRF ports and perform necessary configurations, and then these devices are virtualized into a distributed device. (Study guide p.18)

**QUESTION 10**

A company needs a new backup solution that allows the IT staff to back up data from multiple branch offices. There have been only three requests to restore files over the past year, and none of the requests were urgent. The company also needs to comply with regulatory requirements, which stipulate that the data must be stored for seven years. Which solution would you recommend?

- A. HP MSA 2000
- B. HP StoreOnce 4000



- C. HP StoreOnce VSA
- D. HP MSL Tape libraries

Correct Answer: D

<b>HP MSL Tape Libraries</b>	<ul style="list-style-type: none"><li>• Store up to 300 TB of capacity at up to 5.76 TB/hr</li><li>• Ability to automate multi-tape backups</li><li>• Long-term, low cost, off-line storage</li><li>• Reliable, secure and durable long-term retention</li></ul>	<ul style="list-style-type: none"><li>• Not good for fast file access / restores</li><li>• Remote Office / Branch Office</li><li>• Environments requiring set and forget data protection</li></ul>
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**QUESTION 11**

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 12**

A company requires data protection for 70TB of data. The solution should provide fast disaster recovery and require relatively low bandwidth. Which HP storage solution best meets these needs?

- A. HP StoreVirtual VSA
- B. HP MSL Tape Libraries
- C. HPStoreServ7000
- D. HP StoreOnce 4000

Correct Answer: C

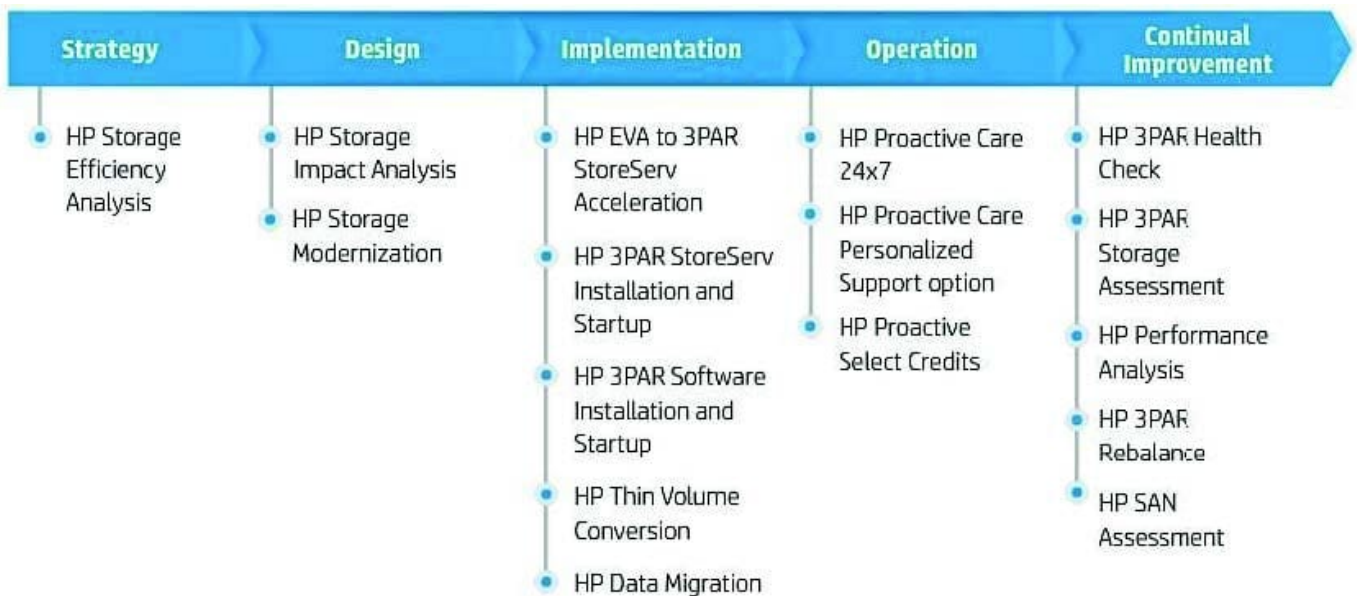
<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA0-9238ENW.pdf> (p.1) + " Scalable to 76TB usable depending on model, Low-bandwidth replication for Disaster Recovery (DR)" (Study guide p.17)

**QUESTION 13**

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)

**QUESTION 14**

A customer states that their IT administrators spend a lot of time installing operating systems on servers and bringing systems online. The customer wants to reduce downtime and maintenance. Which HP server feature should you explain to this customer?

- A. HP ProLiant 3D Sea of Sensors technology
- B. Integrated Lifecycle Automation
- C. Automated Energy Optimization



D. Gen8 Embedded SmartStart

Correct Answer: B

Integrated Lifecycle Automation (Study guide p.25) Gets systems online three times faster Troubleshoots five times faster with more context and accuracy Deploys three times faster with 93 percent less downtime during online updates

**QUESTION 15**

Match each description of a business to the appropriate stage in the Small Business growth path.

- The company is forming silos. It needs more reliable servers and storage.
- The company is consolidating silos. It needs virtualized storage and networks.
- The company uses cost as the main buying criteria.

Hot Area:

- The company is forming silos. It needs more reliable servers and storage. 

Starting Out
Building Momentum
Business Expansion
- The company is consolidating silos. It needs virtualized storage and networks. 

Starting Out
Building Momentum
Business Expansion
- The company uses cost as the main buying criteria. 

Starting Out
Building Momentum
Business Expansion

Correct Answer:

- The company is forming silos. It needs more reliable servers and storage. 

Starting Out
Building Momentum
Business Expansion
- The company is consolidating silos. It needs virtualized storage and networks. 

Starting Out
Building Momentum
Business Expansion
- The company uses cost as the main buying criteria. 

Starting Out
Building Momentum
Business Expansion

Building momentum Firmly in growth mode adding employees, customers, facilities, manufacturing Building trusted advisor status with vendors The need to scale IT easily and non-disruptively Increased need for storage, servers, Infrastructure as a Service, availability and reliability Use speed and agility as decision criteria Growth of on-premise IT

due to more applications and users May have dedicated IT generalists in-house Need integrated security and disaster recovery Looking at analytics and BI Forming business unit silos of information Business expansion Growth now means multiple sites, products, and customers Has more formal vendor relations with more interaction points Has more applications and IT infrastructure There is a potential need for blade servers or cloud computing Includes a small team of IT generalists on-premise Reliability and uptime are a priority Has an advanced security infrastructure Requires more analytics and Business Intelligence (BI) Needs virtualized storage and networks Wants a more rigorous DR/BC Requires system integration Wants to consolidate business silos Includes trained and certified staff

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