

100% Money Back
Guarantee

Vendor:HP

Exam Code:HP2-E58

Exam Name:Selling HP Converged Infrastructure
Solutions

Version:Demo

QUESTION 1

Which HP technologies enable a company to flatten its campus network infrastructure and implement a two-tier architecture?

- A. HP Intelligent Resilient Framework (IRF, and higher-density switches)
- B. HP Intelligent Management Center (IMC, and Virtual Connect)
- C. Software-Defined Networking and OpenFlow
- D. Unified wired and wireless access

Correct Answer: A

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-2718ENW.pdf> (page 5, second para)

QUESTION 2

Match each HP product with its typical place in the FlexNetwork Architecture

HP 7500 Switch Series	<input type="text"/>
HP 12900 Switch Series	<input type="text"/>
HP Intelligent Management Center (IMC)	<input type="text"/>
MSR 2000 Router Series	<input type="text"/>

Hot Area:

HP 7500 Switch Series

	▼
	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP 12900 Switch Series

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP Intelligent Management Center (IMC)

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

MSR 2000 Router Series

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

Correct Answer:

HP 7500 Switch Series

	▼
	▼
FlexCampus	<input checked="" type="checkbox"/>
FlexFabric	<input type="checkbox"/>
FlexBranch	<input type="checkbox"/>
FlexManagement	<input type="checkbox"/>

HP 12900 Switch Series

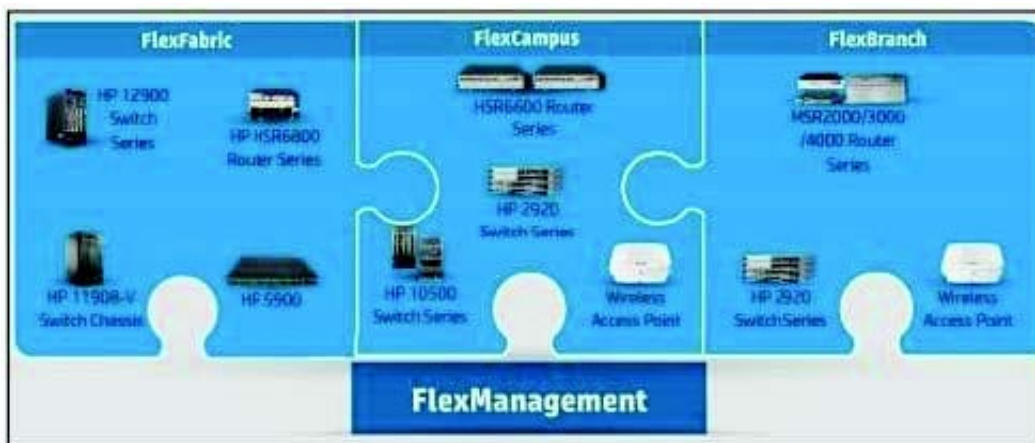
	▼
FlexCampus	<input type="checkbox"/>
FlexFabric	<input checked="" type="checkbox"/>
FlexBranch	<input type="checkbox"/>
FlexManagement	<input type="checkbox"/>

HP Intelligent Management Center (IMC)

	▼
FlexCampus	<input type="checkbox"/>
FlexFabric	<input type="checkbox"/>
FlexBranch	<input type="checkbox"/>
FlexManagement	<input checked="" type="checkbox"/>

MSR 2000 Router Series

	▼
FlexCampus	<input type="checkbox"/>
FlexFabric	<input type="checkbox"/>
FlexBranch	<input checked="" type="checkbox"/>
FlexManagement	<input type="checkbox"/>



QUESTION 3

You are identifying a customer's business needs and IT requirements. Which questions will help you segment the customer horizontally? (Select two.)

- A. Is the business part of the private or public sector?
- B. Does the company require a virtualized data center?
- C. Does IT play a vital role in the business?
- D. Where is the company in its technology refresh cycle?
- E. What is the company's specific industry sector?

Correct Answer: AD

QUESTION 4

Match each customer benefit to the correct portfolio innovation.

- high performance for downlinks to servers operating as a cluster
- ability to reclaim unused storage capacity on an on-going basis
- cheap, efficient, and high-performing nanoelectronic memory
- reduced time for implementing a service with a pre-integrated technology stack

Hot Area:

- high performance for downlinks to servers operating as a cluster

▼
3PAR Thin Persistence <input type="checkbox"/>
40GB blade connections <input type="checkbox"/>
HP AppSystem <input type="checkbox"/>
HP Memristor <input type="checkbox"/>
- ability to reclaim unused storage capacity on an on-going basis

▼
3PAR Thin Persistence <input type="checkbox"/>
40GB blade connections <input type="checkbox"/>
HP AppSystem <input type="checkbox"/>
HP Memristor <input type="checkbox"/>
- cheap, efficient, and high-performing nanoelectronic memory

▼
3PAR Thin Persistence <input type="checkbox"/>
40GB blade connections <input type="checkbox"/>
HP AppSystem <input type="checkbox"/>
HP Memristor <input type="checkbox"/>
- reduced time for implementing a service with a pre-integrated technology stack

▼
3PAR Thin Persistence <input type="checkbox"/>
40GB blade connections <input type="checkbox"/>
HP AppSystem <input type="checkbox"/>
HP Memristor <input type="checkbox"/>

Correct Answer:

high performance for downlinks to servers operating as a cluster

3PAR Thin Persistence	
40GB blade connections	
HP AppSystem	
HP Memristor	

ability to reclaim unused storage capacity on an on-going basis

3PAR Thin Persistence	
40GB blade connections	
HP AppSystem	
HP Memristor	

cheap, efficient, and high-performing nanoelectronic memory

3PAR Thin Persistence	
40GB blade connections	
HP AppSystem	
HP Memristor	

reduced time for implementing a service with a pre-integrated technology stack

3PAR Thin Persistence	
40GB blade connections	
HP AppSystem	
HP Memristor	

HP AppSystem has pre-integrated technology stack including a specifically-optimized hardware configuration, factory pre-loaded OS and tailored consulting and HP Solution Support services. This solution delivers system performance and

reduces implementation from months to hours. (Study guide p.12) 40GB Blade networking connections HP provides 40GB downlinks on blade servers, to deliver very fast, near-real time, performance, ideal for high performance clusters or

financial services applications. (Study guide p.18)

HP 3PAR Thin Persistence software, and other thin-reclamation solutions, enables thin-provisioned storage on HP 3PAR StoreServ arrays to stay thin over time by ensuring that unused capacity is reclaimed for use by the array on an ongoing basis. (Study guide p.15)

HP Memristor (Study guide p.15)

Memristor devices are intended for applications in nanoelectronic memories and computer logic, as a replacement for Flash, SSD, and DRAM. The device provides a more efficient form of memory that can retain its information even when it

loses power.

It will significantly outperform flash memory, holding its memory longer. It is simpler, easier to make, which means it's cheaper, and it can be switched a lot faster, with less energy.

QUESTION 5

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

QUESTION 6

Match each service with the correct HP care package.

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	▼

Hot Area:

an assigned Account Support Manager and annual support plan to align IT priorities	▼ Collaborative Support Foundation Care with Support Plus Proactive Care Personalized Support option
integrated, onsite support for hardware and software	▼ Collaborative Support Foundation Care with Support Plus Proactive Care Personalized Support option
single point of contact for problem resolution only, including resolution of problems with third-party ISV software	▼ 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	▼ Collaborative Support Foundation Care with Support Plus Proactive Care Personalized Support option
integrated, onsite support for hardware and software	▼ Collaborative Support Foundation Care with Support Plus Proactive Care Personalized Support option
single point of contact for problem resolution only, including resolution of problems with third-party ISV software	▼ Collaborative Support Foundation Care with Support Plus Proactive Care Personalized Support option

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 7

Which HP technology enables a company to flatten its campus network infrastructure and implement single-tier network?

- A. HP FlexNetwork architecture
- B. Software-Defined Networking and OpenFlow
- C. HP Intelligent Management Center (IMC) and Virtual Connect
- D. HP Intelligent Resilient Framework (IRF) and higher-density switches

Correct Answer: A

QUESTION 8

Match each characteristic to the correct sales engagement type.

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Hot Area:

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Correct Answer:

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

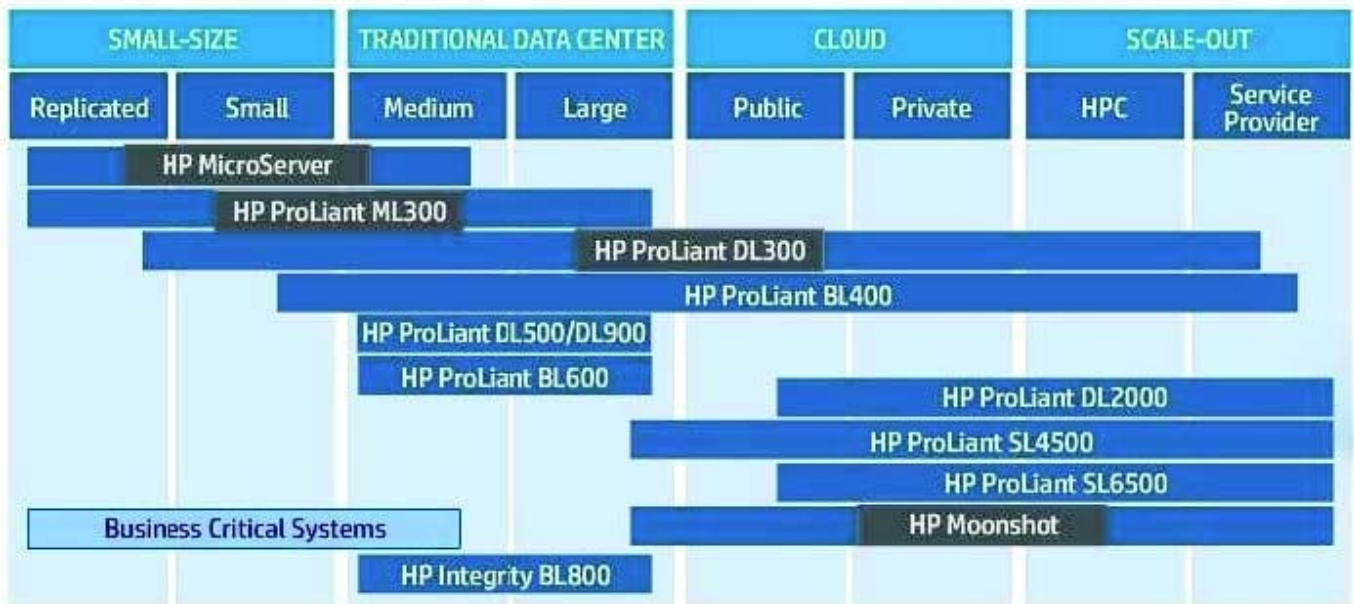


QUESTION 9

A company needs to upgrade its data center servers, which host non-business-critical services. The customer values ease of management, a small physical footprint and the ability to expand in the future. Which HP solution and value proposition should you suggest?

- A. The HP ProLiant BL460c Gen8 server balances scalability, performance, and ease of management.
- B. The HP ProLiant DL380 server pools virtualized resources to simplify management and increase efficiency.
- C. The HP Moonshot 1500 Chassis meets high availability needs in a highly efficient form factor
- D. The HP ProLiant ML350 server is an affordable solution that will scale for any future needs.

Correct Answer: B



<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6146ENW.pdf>

QUESTION 10

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 11

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)

QUESTION 12

A company's IT staff must ensure that their IT services are available 24x7 and always operating at peak levels. Which HP Technology Service would you suggest to meet these requirements?

- A. HP Advanced Care
- B. HP Care Pack
- C. HP Foundation Care
- D. HP Proactive Care

Correct Answer: D

A warranty would only protect your customer against problems with the product itself, not the service that the product delivers. 6 hour CTR HW Support would provide a good level of protection, but not the optimal service level for a customer whose business demands high availability. HP Proactive Care with 24x7 cover would minimize unplanned downtime and pay for itself. (Study guide p.30)