



HP2-T18

Selling HP ProLiant Server Solutions

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Question: 1

Which type of customers face challenges that are addressed by HP BladeSystems?

- A. startup businesses without dedicated IT staff
- B. new customers implementing their first SAN storage arrays
- C. customers in emerging business markets with new rack servers
- D. enterprise customers looking to postpone migrating their data centers

Answer: C

Question: 2

**What are the key pillars where HP applies its research and development resources?
(Select three.)**

- A. advanced training and education
- B. power and cooling efficiency
- C. strong partnerships
- D. new technology development
- E. business production processes
- F. insight into solving customer problems

Answer: B, D, E

Question: 3

Which statement regarding ProLiant iVirtualization is true?

- A. VMware ESXi is supported on ProLiant SL G6 series servers.
- B. Parallels Virtuozzo Containers ship standard on ProLiant server blades.
- C. Applications must be installed on ProLiant G6 SD flash memory devices.
- D. Citrix or VMware is installed on a USB key or SD card inside the server.

Answer: D

Question: 4

Solid state storage is an emerging technology for disk drives. The latest drive designs meet the capacity, performance, and reliability requirements of a ProLiant server environment. Which ProLiant G6 server series features solid state drives?

- A. ProLiant BL G6 servers
- B. ProLiant DL G6 servers
- C. ProLiant ML G6 servers
- D. ProLiant SL G6 servers

Answer: A

Question: 5

Which customer pain points can be relieved through virtualization? (Select two.)

- A. data vulnerability
- B. low system utilization
- C. high IT operational costs
- D. processing power demands
- E. resource-intensive applications

Answer: B, D

Question: 6

Which HP server blade is designed for SMB customers and small business sites?

- A. ProLiant BL2x220c
- B. ProLiant BL260c
- C. ProLiant BL685c
- D. Integrity BL860c

Answer: B

Question: 7

Your financial services customer is concerned about the security of their electronic transactions. They have asked you to recommend a hardware-based security technology that will enable them to store passwords and encryption keys. What should you recommend for this customer?

- A. a ProLiant ML150 G6 with Turbo Boost Technology
- B. a ProLiant DL160 G6 with HP SIM and WebIM Agents
- C. a ProLiant DL370 G6 with the TPM option
- D. a ProLiant BL685c G6 with Flex-10 support

Answer: C

Question: 8

Your customer is transforming their existing data center because the dynamic nature of their business requires that they respond rapidly to market changes. They want faster deployment and serviceability of their servers. Which HP ProLiant server solution should you propose for this customer?



A.



Answer: A

Question: 9

The CIO priorities categorized in the exhibit capture an understanding of current business priority trends. What can you accomplish by focusing on these trends?

CIO Agenda priorities

Business	Management	Technology
1. Improve business operations & processes	1. Deliver projects that enable business growth	1. Business intelligence applications
2. Control enterprise-wide operating costs	2. Link business & IT strategies	2. Legacy application modernization, upgrade and replacement
3. Expand use of information across the business	3. Improve the quality of IT processes and service delivery	3. Real time infrastructure (virtualization, utility)
4. Attract, retain and grow customer relationships	4. Consolidate and manage a flexible technology infrastructure	4. Service oriented applications & architecture
5. Improve the effectiveness of the enterprise workforce	5. Provide new types of information to the business	5. Document management
6. Deliver faster innovation & time to market	6. Demonstrate the value of IT to the business	6. Collaboration technologies
7. Maintain continuity of business operations and protect critical assets	7. Improve IT governance and use of IT metrics	7. Enterprise applications & workflow management
8. Provide services that support competitive advantage	8. Enhance IT productivity and create new skills in the IT organization	8. Security technologies
9. Satisfy regulation and compliance requirements	9. Apply emerging technologies in IT solutions	9. Networking, voice, data and mobile technologies
10. Support new business capabilities (e.g. new products/services/markets)	10. Increase the use of outsourcing for resources and/or services	10. Linux and Open Source

- A. By becoming familiar with the customer's daily operation process, you can avoid problems when defining IT outcomes.
- B. By learning to measure success in IT statistics, you can pinpoint areas of focus to deliver added value.
- C. By understanding the customer's most desired business outcomes, you can tailor a solution to fit a specific need.
- D. By focusing on the customer's service-level agreements, you can establish expectations regarding ongoing IT projects.

Answer: C

Question: 10

Which HP server blade is designed specifically to be the backbone of a virtualization infrastructure?

- A. BL495c G6
- B. BL685c G6
- C. BL860c
- D. BL2x220c G5

Answer: B

Question: 11

Click the part of the graphic that names the HP portfolio that helps customers gain control of their IT environment by managing their applications.



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