



HP2-T32

Selling HP Enterprise Server Solutions and Services

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QUESTION NO: 1

HP's ProLiant Gen9 portfolio offers a wide variety of rack, tower, and blade servers, and scale-out solutions that can grow as the company grows. What does Cisco offer by comparison?

- A. Cisco offers a narrow, one-size-sits-all approach, with limited rack and scale-out offerings.
- B. Cisco offers an approach that cobbles together disparate technologies from acquisitions.
- C. Cisco offers an approach that moves the customer to an OpenSource environment, with an unlimited product line.
- D. Cisco offers an approach that forces customers into expensive solutions with no x86 servers.

Answer: B

QUESTION NO: 2

When proposing an HP BladeSystem solution, which business value would a sales professional match to the convergence capability of the modular infrastructure platform?

- A. Accelerate operations, and the delivery of applications and services running in physical, virtual, and cloud computing environments.
- B. Gain momentum in processing high-performance mission critical applications running on servers.
- C. Triple IT administrator productivity by continuously analyzing thousands of service parameters.
- D. Increase the time to distribute operating system software upgrades to each of the server blades.

Answer: D

Reference:

http://h20566.www2.hp.com/hpsc/doc/public/display?docId=emr_na-c01136096

QUESTION NO: 3

Which items enhance the HP server portfolio to address a customer's needs?

- A. world-class solutions, ecosystems of global support and services, best-in-class partnerships, and converged systems
- B. fast, world-wide telephone support for all customers with non-warranty issues
- C. round-the-clock services for handling security issues as the cyber security landscape becomes ever more complex
- D. fastest world-wide server and systems distribution, and delivery system across the supply chain

Answer: A

Reference:<http://www8.hp.com/us/en/solutions/partner-programs/partners.html>

QUESTION NO: 4

When a customer moves to blades, which trigger makes it easier for a sales professional to catch all subsequent server sales?

- A. a change in architecture and a platform switch
- B. a change in the skill sets of system administrators
- C. a change in IT facility requirements
- D. a change in service and support requirements

Answer: B

QUESTION NO: 5

What is a core need of Enterprise customers who have sub-optimal, oversized, expensive, and inflexible servers?

- A. Improve efficiency with inflexible servers that are dedicated to a specific application.

- B. Improve efficiency with workload-optimized, right-sized servers, with the lowest TCO.
- C. Improve efficiency with large footprint servers that can manage email effectively.
- D. Improve efficiency with high-end servers that are optimized for transaction processing.

Answer: B

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