



Vendor: HP

Exam Code: HP2-E62

Exam Name: Selling HP Helion Cloud Solutions and Services

Version: DEMO

QUESTION 1

How do HP Helion solutions for Infrastructure as a Service (IaaS) in a private or hybrid cloud environment compare in TCO to IaaS from public cloud provider Amazon Elastic Compute Cloud (EC2)?

- A. Both HP Helion private and hybrid cloud solutions have a lower TCO than the Amazon solution.
- B. HP Helion private cloud solutions have a lower TCO than the Amazon solution, but the HP Helion hybrid cloud solution has a slightly higher TCO.
- C. HP Helion hybrid cloud solutions have a lower TCO than the Amazon solution, but the HP Helion private cloud solution has a slightly higher TCO.
- D. Both HP Helion private and hybrid cloud solutions have a higher TCO than the Amazon solution.

Answer: B

Explanation:

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA5-0128ENW.pdf>

QUESTION 2

A customer is particularly interested when you explain that HP Helion helps to accelerate service deployment with Infrastructure as a Service (IaaS).

Which customer testimonial is most relevant to share with this customer?

- A. "It's really good to be supported by Professional Services ... because they're actually the ones who have the knowledge to help you build [your cloud] the way you want it."
- B. "I would anticipate you could look at something like a 30 percent reduction [in IT costs] over a period of time..."
- C. "We've seen a significant improvement even implementing our private cloud environment, where we've got delivery times of two hours to bring up a virtual machine rather than the six, eight, twelve weeks that we've seen in the past."
- D. "So if I need extra capacity, [I can] go to the public cloud."

Answer: C

QUESTION 3

Which HP Helion solution includes software and an integrated hardware infrastructure for building, operating, and consuming services in a hybrid cloud environment?

- A. HP HelionOpenStack
- B. HP CloudSystem Foundation
- C. HP HelionOpenStack with HP Helion Development Platform
- D. HP CloudSystem Enterprise built on ConvergedSystem 700x

Answer: B

Explanation:

<http://www8.hp.com/in/en/cloud/cloudsystem.html>

QUESTION 4

What is HP Helion?

- A. The network of authorized public cloud partners for HP CloudSystem solutions
- B. A series of HP public cloud services for custom, packaged, and enterprise applications

- C. The HP cloud portfolio and strategy that empowers customers to build, manage, and consume cloud Services in a hybrid IT environment
- D. The proprietary HP code in HP CloudSystem solutions, which offers an alternative to code based on OpenStack

Answer: D

Explanation:

<http://www.clouddon.com/tag/hp-helion-development-platform/>

QUESTION 5

What is one way that HP HelionOpenStack provides customers with a business-ready version of OpenStack?

- A. It provides the hardware, as well as the software, required for a comprehensive private cloud solution.
- B. It provides Cloud Foundry and CloudStack code as well as OpenStack code.
- C. It provides ease of deployment and operations with a simple install process and content delivery system.
- D. It provides service lifecycle management through automated and orchestrated workflows

Answer: C

QUESTION 6

What is one core value of HP Helion solutions?

- A. They offer an open architecture that lets customers deploy applications on multiple deployment models.
- B. They offer confidence by avoiding unstable open source solutions and focusing on end-to-end proprietary solutions.
- C. They offer consistency by giving customers the only public cloud solution that they need for all applications.
- D. They offer a secure solution that is locked in to the company private cloud or managed private cloud

Answer: A

Explanation:

<http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF>

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