Vendor: HP

Exam Code: HP2-T32

Exam Name: Selling HP Enterprise Server Solutions and Services

Version: DEMO

QUESTION 1
Which qualifying question can a sales professional ask a Line of Business (LOB) manager to validate the opportunity for HP scale-up server solutions?

A. Do your servers have the memory capacity and I/O throughput to handle large databases?
B. Have your operating costs increased due to a need for faster server performance?
C. Do your IT administrators experience difficulties in deploying servers?
D. Do you have sufficient storage capacity for your growing number of servers?

Answer: B

QUESTION 2
Which vendor's close relationship with HP benefits customers in the management of the server, storage, and networking infrastructure?

A. PRTG Network Management
B. ManageEngine Op Manager
C. CISCO ACI Solutions
D. VMware

Answer: D

QUESTION 3
What is the reason that manufacturing sciences and development, and computer-aided engineering, are using the Apollo family of hyperscale computers?

A. An Apollo system is an ideal first server for SMBs or for general purpose applications.
B. The Apollo systems can deliver up to four times the performance of standard rack servers, while using less space and energy.
C. The Apollo systems are high-performance graphics-enabled blade systems for end-user high-energy computing workloads.
D. The Apollo systems all feature water cooled internal infrastructure.

Answer: D

QUESTION 4
What were the top customer responses when Forrester Research asked customers why they chose HP BladeSystems?

A. greater performance outputs, leading to more efficient transaction processing
B. greater dependability of operating system functions, leading to less downtime
C. greater reliability, flexibility, scalability, and improved productivity, which all lead to lower total costs
D. greater streamlining of business operations, which leads to more effective total business outcomes

Answer: C
Explanation:
http://www8.hp.com/in/en/products/servers/bladesystem/index-old.html

QUESTION 5
Which HP Integrity Server is a great fit for companies moving to Windows or Linux?

A. HP Integrity Superdome 2 Server
B. HP Integrity Superdome X
C. HP Integrity BL500 Server
D. HP Integrity HP-UX 11i v3

Answer: C

QUESTION 6
What is a core need of Enterprise customers who have siloed servers that are complex, inefficient, and slow?

A. Improve efficiency with siloed servers that are optimized for data processing.
B. Improve efficiency with converged servers that are simplified, fast, and efficient.
C. Improve efficiency with small footprint servers that have a high TCO.
D. Improve efficiency with distributed client/server applications.

Answer: B

QUESTION 7
Which HP Compute Strategy Principle supports Time to Service?

A. Software-defined, Cloud-ready
B. Distributed
C. New Style of Business
D. Object Storage

Answer: C

QUESTION 8
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
Explanation:
http://www8.hp.com/us/en/products/servers/compute/index.html

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