



Vendor: HP

Exam Code: HP2-E37

Exam Name: Selling HP BladeSystems

Version: DEMO

QUESTION 1

When the HP BladeSystem portfolio is described as a balanced architecture, what does that mean?

- A. It is a portfolio that leverages industry standards to deliver next generation blade servers.
- B. It is a portfolio that accommodates SMB and Enterprise customers across all industries.
- C. It is a portfolio that meets the varied needs of customers by optimizing and balancing key elements beyond processor performance including memory expansion and network/storage I/O.
- D. It is a portfolio that exceeds expectations and lifecycles as a result of best-in-class innovations.

Answer: D

QUESTION 2

Which innovative HP BladeSystem features deliver true energy manageability and savings? (Select three.)

- A. Uni-directional Link Detection
- B. HP Power Regulator
- C. Dual Flash Images
- D. Sea of Sensors
- E. Dynamic Power Saver
- F. HP Application Manager

Answer: BDE

QUESTION 3

What are the IT concerns of customers who fall within the SMB market space? (Select two.)

- A. supporting their business
- B. decentralizing their business
- C. stabilizing their business
- D. growing their business
- E. capitalizing their business

Answer: ADE

QUESTION 4

HP has been recognized by Gartner as a leader within the Gartner Magic Quadrant for Blades (Jan 2011). What does that recognition signify?

- A. HP is a leader in price.
- B. HP is a leader in market penetration.
- C. HP is a leader in its completeness of vision and ability to execute.
- D. HP is a leader in its vision for blades within the market.

Answer: C

QUESTION 5

Customers that have invested in HP Converged Infrastructure are able to transform their data

centers and accomplish which objective?

- A. introduce less demanding service level agreements
- B. reduce the number of IT projects
- C. drives business innovation and eliminate IT sprawl
- D. develop a social media strategy for competitive advantage

Answer: C

QUESTION 6

Your customer wishes to migrate their business-critical applications away from outdated and proprietary architectures and benefit from standardized infrastructures. Which BladeSystem offering should you discuss?

- A. Virtualization blades
- B. Mission-critical blades
- C. Scale-Out blades
- D. Enterprise Data Center blades

Answer: B

QUESTION 7

What does the Integrity i2 Blade Link technology enable customers to do?

- A. perform remote troubleshooting of multiple blades with integrated Lights Out (iLO) technology
- B. consolidate data formats across the infrastructure
- C. scale an existing blade through expansion kits to a 4-socket or 8-socket system with more I/O and memory
- D. deploy embedded network capability with a Network Storage Gateway Blade

Answer: C

QUESTION 8

The HP BladeSystem portfolio is segmented into four categories: Scale-Out blades and Mission-Critical blades are two of the categories. What are the other categories? (Select two.)

- A. Database blades
- B. Virtualization blades
- C. Print Server blades
- D. Enterprise Data Center blades
- E. Archival blades

Answer: BD

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