



Vendor: HP

Exam Code: HP2-E38

Exam Name: Selling HP Enterprise Solutions

Version: DEMO

QUESTION 1

Which HP service can be used with CloudSystem Matrix to deliver a private cloud within as little as 30 days?

- A. HP Cloud Maps
- B. HP Cloud Assure
- C. HP CloudStart
- D. HP CloudSystem Service Provider

Answer: C

QUESTION 2

Which statement best describes what is included with warranty service?

- A. A warranty provides highly proactive, highly responsive and comprehensive services.
- B. A warranty provides protection against manufacturing defects.
- C. A warranty includes all parts and labor costs, but no operating system support.
- D. A warranty provides annual coverage for all software.

Answer: B

QUESTION 3

Why has private cloud received most of the attention in the enterprise cloud market as opposed to buying time hosted in a public cloud?

- A. There are privacy and control concerns with public clouds.
- B. Private cloud has the lowest cost.
- C. Private Cloud offers multiple operating system support.
- D. The deployment time of hybrid cloud is too long.

Answer: A

QUESTION 4

Which element of the HP Converged Infrastructure architecture provides intelligent energy management across systems and facilities?

- A. Virtual Resource Pools
- B. Data Center Smart Grid
- C. Matrix Operating Environment
- D. FlexFabric Network

Answer: B

QUESTION 5

According to a survey of CIOs, what is considered the biggest barrier to cloud adoption?

- A. vendor lock-in
- B. performance
- C. concerns about data security

D. compliance requirements

Answer: C

QUESTION 6

Which customer situation would suggest that there is an IT sprawl problem?

- A. They are able to efficiently manage their infrastructure with minimal staff.
- B. They have budget available for several strategic projects.
- C. They are dealing with rigid, expensive, and overly complex infrastructures.
- D. They have put solutions and processes in place to resolve the impact of data growth.

Answer: C

QUESTION 7

What is a customer benefit of the HP Financial Services Asset Transfer service?

- A. It allows financial management to transfer IT assets to operational expenditure.
- B. It allows customers with no available capital budget to upgrade their IT systems by liquidating some of their fixed IT assets.
- C. It enables customers to reduce the cost of capital expenditure in the early stages of IT procurement.
- D. It offers an opportunity for the customer to transfer all IT equipment to HP and receive a cash infusion to fund further IT assets.

Answer: B

QUESTION 8

According to Gartner, which percentage of customers who buy hardware also buy services?

- A. 30%
- B. 40%
- C. 50%
- D. 60%

Answer: D

QUESTION 9

Which term best describes an application service--such as a cloud within a company-- that is provided only to a specific set of users?

- A. hybrid cloud
- B. multi-vendor cloud
- C. private cloud
- D. public cloud

Answer: C

QUESTION 10

Which statement best describes how HP Financing solutions address much more than cost?

- A. HP Financial Services are available in 60 countries and offer the best option for acquiring new IT solutions.
- B. HP makes it easy and economical for customers to deploy world-class technology on terms tailored to their unique needs.
- C. HP provides a complete range of services to reduce the cost of buying IT solutions.
- D. HP Leasing solutions can shorten the implementation and project timelines

Answer: B

QUESTION 11

What does HP Integrity Blade Link technology allow customers to do?

- A. Start with a BL460c server and double the capacity with wire-once Virtual Connect.
- B. Start with a ProLiant ML Tower and expand the capacity with DL rack servers.
- C. Start with smaller blades and expand these to double or quadruple the processing power.
- D. Start with Modular Disk system 600 and convert to EVA4400.

Answer: C

QUESTION 12

When meeting with your customer's CFO, which ProLiant G7 proof points would be the most appropriate for discussion? (Select two.)

- A. scalability
- B. return on investment
- C. AMD Opteron process features
- D. software licensing parameters
- E. rapid payback

Answer: BE

QUESTION 13

Which HP ProLiant server family is optimized for extreme scale-out deployments?

- A. HP ProLiant BL series
- B. HP ProLiant DL series
- C. HP ProLiant ML series
- D. HP ProLiant SL series

Answer: A

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