



Vendor: HP

Exam Code: HP2-T20

Exam Name: Selling HP ProLiant Servers

Version: DEMO

QUESTION 1

How many general server workload virtual machines can the top-end HP VirtualSystem VS3 support?

- A. 3,000
- B. 4,000
- C. 5,000
- D. 6,000

Answer: A

Explanation:

http://www.theregister.co.uk/2011/10/18/hp_virtualsystem_cloudsystem_enhancements/ (5th paragraph)

QUESTION 2

How many clients can the top-end HP VirtualSystem VS3 support?

- A. 2,000
- B. 3,000
- C. 4,000
- D. 5,000

Answer: D

QUESTION 3

What is the typical estimated IT budget for major organizations, as a percentage of annual revenues?

- A. 1%
- B. 3%
- C. 5%
- D. 10%

Answer: B

QUESTION 4

Based on IDC research, which statement about the server market is correct regarding the third quarter of 2010?

- A. The server market experienced its strongest decline in 5 years.
- B. The server market experienced its strongest decline in 10 years.
- C. The server market experienced its strongest growth in 5 years.
- D. The server market experienced its strongest growth in 10 years.

Answer: D

Explanation:

<http://redmondmag.com/articles/2010/12/02/server-revenue-up-13-percent-in-third-quarter.aspx>

QUESTION 5

When you sell an HP VirtualSystem to a customer, what does HP recommend as the next logical purchase for your customer?"

- A. HP CloudSystem
- B. HP Superdome
- C. HP BladeSystem
- D. HP AppSystem

Answer: A

Explanation:

<http://h17007.www1.hp.com/us/en/whatsnew/june/060611-6.aspx#/2>

QUESTION 6

Which industry analyst stated that within the x86 server market, customer demands have increased for x86 servers with advanced performance capabilities?

- A. ESG
- B. SMB Group
- C. IDC
- D. Gartner Group

Answer: C

Explanation:

<http://www.idc.com/about/viewpressrelease.jsp?containerId=prUS22592710> (seventh paragraph)

QUESTION 7

According to an HP case study, which HP servers did Alpha Trading Systems use to replace their previous infrastructure and achieve 3x better performance and 35% lower energy usage? (Select two.)

- A. HP ML330 G6
- B. HP DL380 G6
- C. HP BL460c
- D. HP DL980 G7
- E. HP DL380 G7

Answer: BE

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-3227ENW.pdf>

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