



**Vendor:** HP

**Exam Code:** HP2-E53

**Exam Name:** Selling HP Enterprise Solutions

**Version:** DEMO

#### QUESTION 1

Which HP solution significantly reduces errors in PDU wiring configurations by immediately identifying them?

- A. HP Intelligent PDUs
- B. HP Power Discovery Services
- C. HP Thermal Discovery Services
- D. HP Location Discovery Services

**Answer:** A

**Explanation:**

[http://h18004.www1.hp.com/products/quickspecs/DS\\_00193/DS\\_00193.pdf](http://h18004.www1.hp.com/products/quickspecs/DS_00193/DS_00193.pdf)

#### QUESTION 2

Which HP tool provides 24x7 automated event logging, which enables fault event information to be correlated with information such as Power-on self-test results, and, hence, typically provides 66% faster time to problem resolution?

- A. Insight Control
- B. Insight Remote Support
- C. Insight Dynamics
- D. iLO 4

**Answer:** A

#### QUESTION 3

The storage industry, more than other IT areas, is currently experiencing a major technology change. What is the key reason for this change?

- A. Many storage systems are not built to handle big data, which requires a fully virtualized environment.
- B. Many customers are moving to cloud-based service delivery and do not have the IT infrastructure nor storage capacity to cope with the increased data demands.
- C. Many storage systems today, whether they are monolithic or modular, can handle only application-unique data.
- D. Most storage systems available today were designed to cope with IT requirements of 15-20 years ago and are built to handle application-unique silos, predictable workloads, and structured data.

**Answer:** D

#### QUESTION 4

Which statement accurately describes the HP Converged Infrastructure Maturity Model (CI-MM)?

- A. It is a process to evaluate the customer's total datacenter capacity requirements over the next three to five years
- B. It is a process that HP has developed to help company executives determine the cost of building a new disaster recovery center
- C. It is a process to evaluate a customer's current state in terms of CI Maturity and then maps this against other customers in similar industries before making recommendations.

- D. It is a process to establish utilization levels across the customer's server and storage infrastructure and provide the basis for making recommendations for greater cost efficiency

**Answer: C**

**QUESTION 5**

HP 3PAR can deliver what level of improvement in storage provisioning time?

- A. 4 times
- B. 6 times
- C. 8 times
- D. 10 times

**Answer: C**

**QUESTION 6**

Which HP solution is ideal for companies With Windows-centric environments that need to efficiently file and control the cost of unstructured data?

- A. X5000
- B. 3PAR
- C. P4000
- D. P6000

**Answer: A**

**Explanation:**

[http://h18000.www1.hp.com/products/quickspecs/14154\\_div/14154\\_div.pdf](http://h18000.www1.hp.com/products/quickspecs/14154_div/14154_div.pdf) (page 1, second para)

**QUESTION 7**

What type of data offers the biggest opportunity?

- A. Mainframe
- B. Database
- C. Block
- D. Unstructured

**Answer: D**

**QUESTION 8**

You have a customer with multiple regional and branch offices that wants to set up reliable, rich media video collaboration to decrease travel and training costs. Which AllianceONE solutions should you suggest?

- A. Riverbed Steelhead and Avaya Aura
- B. Riverbed Steelhead and Netscout nGenius
- C. Microsoft Lync and Polycom RealPresence
- D. Citrix Netscaler and Netscout nGenius

**Answer: C**

**Explanation:**

[https://docs.google.com/viewer?a=v&q=cache:DEXhB4ERrg0J:hp.sharedvue.net/sharedvue/resources/%3FrI%3Dnetworking\\_its\\_time\\_to\\_make\\_rich\\_media\\_communication\\_easier%26pid%3D1%26sid%3D%26lclid%3D+&hl=en&pid=bl&srcid=ADGEEsiv568eF8L2cK6KzKYSd9cWRoxYWBuzS5vS1VUGop96vduTnZ83KJsCBUdlaxcPIGDOPBdcUfTzPdREN58\\_x5zldK00Nd2fBQlqhDAjNTQj\\_h33SSf8wKUmHOWTS\\_Xk6DWs8VMO&sig=AHIEtbRhKVJZWqVsl7KqXyBMIXM6iAtSwg](https://docs.google.com/viewer?a=v&q=cache:DEXhB4ERrg0J:hp.sharedvue.net/sharedvue/resources/%3FrI%3Dnetworking_its_time_to_make_rich_media_communication_easier%26pid%3D1%26sid%3D%26lclid%3D+&hl=en&pid=bl&srcid=ADGEEsiv568eF8L2cK6KzKYSd9cWRoxYWBuzS5vS1VUGop96vduTnZ83KJsCBUdlaxcPIGDOPBdcUfTzPdREN58_x5zldK00Nd2fBQlqhDAjNTQj_h33SSf8wKUmHOWTS_Xk6DWs8VMO&sig=AHIEtbRhKVJZWqVsl7KqXyBMIXM6iAtSwg) (page2)

#### **QUESTION 9**

Why are typical customer network installations not able to efficiently support current requirements for server-to-server traffic?

- A. Legacy networks used low-cost technology that was not designed for current requirements.
- B. Legacy networks inherently do not have high bandwidth communication paths.
- C. Legacy networks were designed to primarily support user-to-computer interactions.
- D. Legacy networks often have multiple management environments.

**Answer: A**

#### **QUESTION 10**

Which database product provides an open-sourced environment with Oracle compatibility for HP Integrity servers, including Superdome 2?

- A. IBM DB2
- B. NonStopSQL
- C. SAP Sybase IQ
- D. EnterpriseDB

**Answer: D**

#### **QUESTION 11**

Your customer has G5 and G6 servers installed. Which Opex savings could they expect to achieve by moving to ProLiant Gen8, based on IDC research?

- A. at least 8%
- B. at least 20%
- C. at least 33%
- D. at least 63%

**Answer: B**

#### **QUESTION 12**

What does HP location-based intelligence do?

- A. It increases data center level compute capacity.
- B. It automates asset tracking of servers in racks
- C. It lowers energy and space requirements.
- D. Identifies power configuration errors.

**Answer: B**

**Explanation:**

<http://www.worldhostingdays.com/downloads/2012/mFtag1b.pdf> (Slide 18, first bullet)

**QUESTION 13**

In developing the DL980 G7, what did HP use to create a highly differentiated server product?

- A. HP Virtual Connect
- B. HP Thermal Logic
- C. HP BladeSystem Matrix
- D. HP mission-critical computing expertise and HP PREMA architecture

**Answer: D**

**Explanation:**

[http://h20427.www2.hp.com/campaign/promotion/kr/ko/09\\_storagesolution/doc/PREMA\\_architecture-Intro.pdf](http://h20427.www2.hp.com/campaign/promotion/kr/ko/09_storagesolution/doc/PREMA_architecture-Intro.pdf)

**QUESTION 14**

Which statement best describes the HP VirtualSystem?

- A. HP VirtualSystem optimizes dedicated workloads such as data management, business reporting/analytics, and collaboration
- B. HP VirtualSystem simplifies and extends converged infrastructure into optimized, turnkey solutions that reduce costs for server and desktop virtualization
- C. HP VirtualSystem enables several operating systems to be run in parallel on a single CPU to reduce overhead costs.
- D. HP VirtualSystem enables IT departments to manage based on perceived activity, where computer processing power is seen as a utility that users can pay for only as needed.

**Answer: B**

**Explanation:**

<http://revistaitnow.com/technologyday/conferenciaspdfs/guatemala/HP-Arquitectura-Convergente.pdf> (page 9, see hp virtualsystem in fine print.)

**QUESTION 15**

How do HP VirtualSystems increase deal size?

- A. They require more processor blades than conventional systems.
- B. They include high value software components
- C. They move the deal to strategic virtualization solutions and services.
- D. They require larger storage systems than conventional architectures.

**Answer: C**

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