



Vendor: HP

Exam Code: HP2-E58

Exam Name: Selling HP Converged Infrastructure Solutions

Version: DEMO

QUESTION 1

A customer is currently using an older storage technology. The customer would like to move to HP 3PAR StoreServ Storage, but is worried about the business disruption that moving to a new storage system might cause. Which HP services would you suggest? (Select two.)

- A. HP Data Migration
- B. HP Storage Impact Analysis
- C. HP 3PAR Storage Assessment
- D. Proactive Care 24 x 7
- E. HP 3PAR Health Check

Answer: AD

QUESTION 2

If your customer needs to improve connectivity and bandwidth allocation online, which HP technology would you recommend?

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

Answer: D

QUESTION 3

A customer needs a campus LAN networking solution that supports traditional desktops and wireless devices. How can you distinguish HP from competing solutions?

- A. Explain that HP does not offer wireless solutions because its networks work with the customer's choice of wireless vendor.
- B. Explain that HP provides simplified network solutions based on open standards that unify management of wired and wireless connectivity.
- C. Explain that HP provides the only end-to-end solution based on proprietary wireless optimization technologies.
- D. Explain that competitors only offer 1- or 2-tier solutions, but HP offers full 3-tier wired and wireless solutions.

Answer: B

Explanation:

<http://h17007.www1.hp.com/us/en/networking/solutions/wlan/index.aspx>

QUESTION 4

Which HP technology enables a company to flatten its campus network infrastructure and implement single-tier network?

- A. HP FlexNetwork architecture
- B. Software-Defined Networking and OpenFlow
- C. HP Intelligent Management Center (IMC) and Virtual Connect

D. HP Intelligent Resilient Framework (IRF. and higher-density switches

Answer: A

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-2718ENW.pdf> (page 4, flexible, secure networking, second para)

QUESTION 5

What is a distinct value of HP storage solutions for customers with a small IT group?

- A. HP deduplication technologies minimize the amount of data that administrators need to manage.
- B. HP embeds energy optimization technologies within all storage systems, saving maintenance costs.
- C. HP can offer converged storage, networking, and server solutions with integrated management.
- D. HP 3PAR thin provisioning technologies automatically deploy data protection across the data center.

Answer: C

QUESTION 6

Which service is available with Proactive Care, but is not available with Foundation Care?

- A. Remote and onsite problem diagnosis and support
- B. Expedited replacement of parts and materials
- C. Software, firmware and documentation updates
- D. Health check reporting on the infrastructure

Answer: D

Explanation:

<http://www8.hp.com/us/en/business-services/hp-proactive-care-services.html?compURI=1380514&url=it-services>

QUESTION 7

What is the recommended level of technology services for the "Starting Out customer phase?

- A. HP Foundation Care
- B. HP Proactive Care
- C. HP Level One Support
- D. HP Basic Technology Services

Answer: A

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