



**Vendor:** HP

**Exam Code:** HP2-T31

**Exam Name:** Selling HP Enterprise Server Solutions and Services

**Version:** DEMO

#### QUESTION 1

What is at the core of the HP business strategy for servers and services?

- A. business agility
- B. infrastructure
- C. mobility
- D. software

**Answer: B**

#### QUESTION 2

How does the lifecycle delivery aspect of the HP ServiceOne program support increased sales for channel partners and enhance their ability to earn more from the HP services they sell?

- A. by enabling partners to deliver across the useful lifetime of an IT solution
- B. by encompassing the resale of recycled products for an additional revenue stream
- C. by helping customers manage legacy products covered under HP Care Pack Services
- D. by restructuring onsite support services to include existing and newly ordered solutions

**Answer: A**

#### QUESTION 3

A geographically dispersed customer is looking for an easy way to automate integration with enterprise monitoring and service desk applications.

Which component of Converged Infrastructure management helps this customer manage their large-scale environment?

- A. HP OneView
- B. HP SIM
- C. HPITIL
- D. HP uCMD

**Answer: B**

**Explanation:**

<http://webcache.googleusercontent.com/search?q=cache:ftp://www.hp.com/wwsolution/s/misc/hpsim-helpfiles/HPSIMandHPOperationsManager.pdf>

#### QUESTION 4

Which three deliverables are part of an HP Server Assessment and Design service? (Select three.)

- A. proof of concept
- B. infrastructure analysis and recommendation
- C. backup modernization
- D. readiness assessment report
- E. solution blueprint
- F. architectural roadmap

**Answer: DEF**

**QUESTION 5**

Your customer wants to prevent problems in their ProLiant server environment.

Which support service should you recommend?

- A. Insight Online Portal
- B. Proactive Care
- C. Insight Remote Support
- D. ServiceOne

**Answer: B**

**Explanation:**

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-8921ENW.pdf>(page 2)

**QUESTION 6**

In which two ways can a chief information officer (CIO) address the complexities of a new global initiative? (Select two.)

- A. Rely on proven strategies and practices from past successes.
- B. Modify product designs to map to cross-cultural differences and nuances.
- C. Implement an ecosystem that focuses on all aspects of the customer experience.
- D. Attempt to stabilize the constantly changing needs of the business.
- E. Build agility into company systems and infrastructure.

**Answer: CE**

**Explanation:**

NOTE: A very confusing question. Which global initiative?

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