



Vendor: HP

Exam Code: HP2-E61

Exam Name: Selling HP Servers, Converged System and Services

Version: DEMO

QUESTION 1

HP OneView provides simplified and consistent management across server, storage, and networking. Which business benefit does this provide SMB customers?

- A. automates all server operations
- B. embeds server management
- C. increases the agility of server administrators
- D. modernizes the booting process

Answer: B

Explanation:

<http://www8.hp.com/h20195/v2/GetPDF.aspx/c04111367.pdf>

QUESTION 2

Which HP BladeSystem enclosure provides business value that is more applicable for SMB/Commercial customers?

- A. HP BladeSystem 2 blade c1000 enclosure
- B. HP BladeSystem 8 blade c3000 enclosure
- C. HP BladeSystem 4 blade c2000 enclosure
- D. HP BladeSystem 16 blade c7000 enclosure

Answer: B

Explanation:

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-8129ENW.pdf>

QUESTION 3

Which IT need validates an HP server solution opportunity for a Starting Out customer?

- A. IT that supports extreme processing
- B. IT that supports mission-critical applications
- C. IT that supports high availability
- D. IT that supports essential business functions

Answer: D

Explanation:

<http://webobjects.cdw.com/webobjects/media/pdf/hp/Brochure-HP-Just-Right-IT-for-small-and-midsize-businesses.pdf>

QUESTION 4

HP Converged Systems help customers with which one of these types of workloads?

- A. Cloud workloads
- B. Business application workloads
- C. Transaction processing workloads
- D. Enterprise resource planning workloads

Answer: D

Explanation:

<http://www8.hp.com/in/en/hp-news/press-release.html?id=1849209>

QUESTION 5

Which customer level in the HP Just Right IT Maturity Model is concerned with system integration and more rigorous disaster/recovery/business continuity?

- A. Business Expansion Customer
- B. Service Provider Customer
- C. Building Momentum Customer
- D. Starting Out Customer

Answer: C

Explanation:

<http://www8.hp.com/in/en/products/servers/solutions.html?compURI=1475061>

QUESTION 6

Which HP server management solution provides converged management?

- A. HP iLO Management Engineer
- B. HP Insight Online
- C. HP SmartUpdate Manager
- D. HP OneView

Answer: B

Explanation:

<http://www8.hp.com/us/en/products/servers/management/>

QUESTION 7

Which benefit does the HP BladeSystem provide to SMB customers?

- A. one packaged Warranty and Proactive Service
- B. one fully-integrated, fault tolerant compute platform for continuously available applications
- C. one chassis that shares power, cooling, management, and networking fabric
- D. converged infrastructure with servers, storage, and networking in one enclosure that reduces data center costs

Answer: A

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