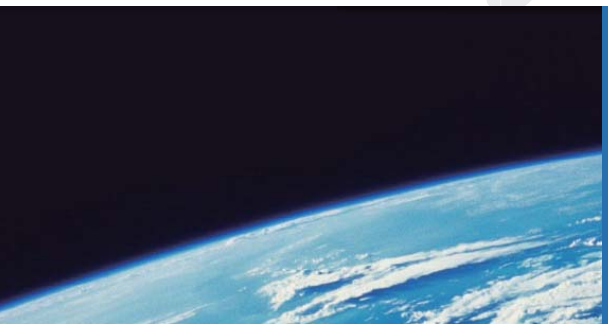

ITTEST

QUESTION & ANSWER

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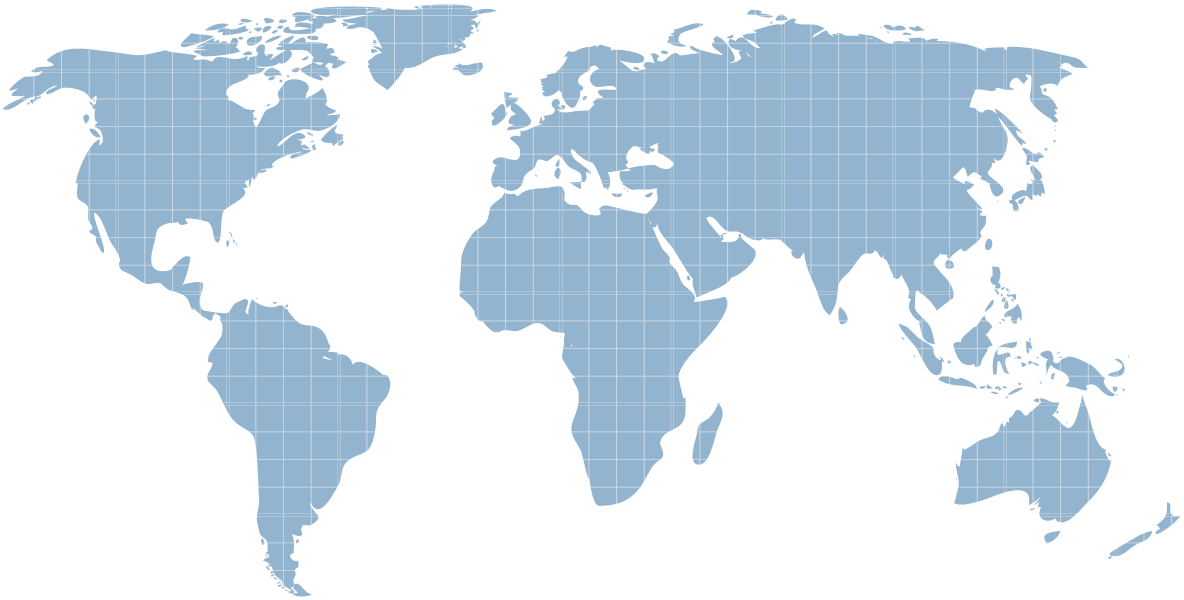

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Exam : **HP2-E38**

Title : Selling HP Enterprise Solutions

Version : DEMO

1.Which type of question should you ask at the end of a customer meeting to establish next steps and seek the customer’s agreement on their actions?
A.Confirmation
B.Conclusive
C.New Information
D.Commitment
Answer: D

2.Which statement correctly describes the results that customers can achieve with HP StorageWorks solutions?
A.manage 3x more storage and 2x more servers per administrator
B.manage 2x more storage and 4 x more servers per administrator
C.manage 4x more storage and 4 x more servers per administrator
D.manage 2x more storage and 2 x more servers per administrator
Answer: A

3.Which HP Networking product is the HP core switching platform for large data center applications?
A.6120
B.A5820
C.A8800
D. A12500
Answer: D

4.What is an HP Performance Optimized datacenter (POD)?
A.an on-demand storage and server environment
B.a test environment
C.a full-fledged data center housed in a 40-foot container
D.a remote monitoring system
Answer: C

5.One of the major trends taking place is the shift to providing IT as a service. What is a major component of this approach?
A.data compression
B.scale-out and utility storage
C.client virtualization
D.client-server computing
Answer: C

6.What technology allows for consolidation and convergence of storage and server connectivity?
A.Intelligent Resilient Framework (IRF)
B.Intelligent Management Center (IMC)
C.Fibre Channel over Ethernet (FCoE)
D.Virtual Ethernet Port Aggregation (VEPA)
Answer: C

7.Which characteristics make the HP ProLiant DL980 a strong choice for customers who wish to deploy critical applications on Windows or Linux? (Select two.)
A.outstanding performance
B.8U form factor
C.interconnect capability
D.hot plug redundant fans and power supplies
E.mission-critical resiliency
Answer: AE

8.Which statement best describes the HP BladeSystem Matrix?
A.It provides for extreme scale-out storage solutions that are built for the next generation of massive scale-out and cloud-enabled data centers.
B.It is a ready-to-provision, all-integrated infrastructure made up of server, network, and storage resources that can be divided up and managed as pools of resources.
C.It is an enterprise messaging solution that also delivers energy and footprint savings.
D.It is a shared storage and server solution for enterprise data centers that allows for easy conversion to a grid computing approach
Answer: B

9.What are the major trends currently affecting IT? (Select two)
A.the shift to infrastructure management tools
B.the move to secure multi-tenant computing
C.the shift toward decentralized management of IT by non-IT resources
D.the move to increasing reliance on in-house data centers
E.the shift to cloud delivery models
Answer: AE

10.As organizations transform to delivering IT as a Service, what elements enable the delivery of Utility and Cloud Computing? (Select three.)
A.Utility and Cloud storage
B.mainframe computing
C.blade servers
D.rack-mount servers
E.monolithic SAN storage
F. server virtualization
Answer: ACF