

## HP2-E58<sup>Q&As</sup>

Selling HP Converged Infrastructure Solutions

**Pass HP HP2-E58 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.leads4pass.com/hp2-e58.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

A customer wants to know how the HP solution provides the company a competitive advantage and how it reduces costs. In which category of the strategic selling model does this customer belong?

- A. The coach
- B. The technical buyer
- C. The economic buyer
- D. The user

Correct Answer: C

Economic buyer Often the President or the CEO. They\\re motivated by the big picture. They want to know how this purchase will give them a competitive advantage, make more money, or cut costs for the company. They look for proof of performance, such as examples of how other companies have benefited. Often the economic buyer\\s motivation and goals trickle down to others in the company to support internal initiatives. (Study guide p.35)

---

**QUESTION 2**

You are encouraged by your manager to help a customer see how your proposed HP solution meets a "hurdle rate." What is a hurdle rate?

- A. The rate at which the solution responds to service requests
- B. The minimum acceptable rate of return for a project
- C. The expected rate of return on a new investment
- D. The rate at which an investment approaches the break-even point

Correct Answer: B

Reference: <http://searchcio.techtarget.com/definition/Hurdle-rate>

---

**QUESTION 3**

How does HP Converged Infrastructure transform a traditional IT infrastructure into an optimized and efficient architecture?

- A. It pools servers, storage, networking, and services in a common architecture.
- B. It adds additional layers to the network environment to increase speed and scalability.
- C. It increases separation between manager roles, so managers can better focus on services.
- D. It deploys best-in-industry proprietary protocols across the IT architecture.

Correct Answer: A

Establish a common, modern IT architecture that pools servers, storage, networking and services (Study guide p.12)

---

## QUESTION 4

A medium-sized research company is considering an HP StoreOnce solution. Which feature distinguishes this HP solution from the competition?

- A. Virtualization that extends even to entry level storage solutions
- B. A thick provisioned memory cluster that protects customers\' data
- C. Support for direct connectivity to servers with Converged Network Adapters (CNAs)
- D. deduplicate data on application servers or backup servers before it is transferred to a centralized HP StoreOnce Backup system

Correct Answer: D

Reference: [http://www8.hp.com/us/en/hp-news/press-release.html? th id=1247991#.Up4SUGQmmZ0](http://www8.hp.com/us/en/hp-news/press-release.html?th id=1247991#.Up4SUGQmmZ0) ( HP storeonce: redefining data deduplication, 4 para)

---

## QUESTION 5

How do HP FlexNetwork solutions reduce total cost of ownership (TCO)? (Select two.)

- A. They meet customers\' needs with fewer devices and ports.
- B. They host virtual machines (VMs) with pooled compute, storage, and solutions.
- C. They reduce maintenance and ongoing administrative costs.
- D. They help administrators easily add topology tiers to meet modern data center needs. They segment management teams across silos.

Correct Answer: AC

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-6037ENW.pdf>

[Latest HP2-E58 Dumps](#)

[HP2-E58 PDF Dumps](#)

[HP2-E58 Exam Questions](#)