

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

Selling HP Converged Infrastructure Solutions

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**QUESTION 1**

Sales engagements can follow a transactional or consultative pattern. Which type of sales engagement is appropriate for HP Enterprise Group solutions and why?

- A. Consultative; because this approach deepens the solution and expands the sale
- B. Transactional; because this approach simplifies the sales process
- C. Transactional; because customers often already know what they want
- D. Consultative; because customers need a quick recommendation for "one-size-fits-all" solutions

Correct Answer: A

The breadth of capabilities within the HP Enterprise Group family requires Consultative Selling. The Consultative sale is best when a strategic sale is required with a customer you know and understand. (Study guide p;34)

**QUESTION 2**

Which benefit does HP 3PAR Thin Provisioning technologies provide?

- A. A highly efficient backup and restore solution that uses federated deduplication
- B. A high-speed network that uses a simple, flat topology
- C. A single-pane-of-glass management solution for provisioning networks, storage, and servers
- D. A lower cost storage solution that uses as few as half the disks

Correct Answer: D

Reference: [http://www8.hp.com/us/en/products/storage-software/product-detail.html?\\_oid=5044622#!tab=features](http://www8.hp.com/us/en/products/storage-software/product-detail.html?_oid=5044622#!tab=features) (first bullet on the page)

**QUESTION 3**

Match each HP server innovation with the appropriate HP product family.

- Provides software-defined servers for social, mobile, cloud, and big data
- Supports high-density deployments
- Provides Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight
- Uses significantly less power than servers offering equal performance
- Designed with tool-less access and smart socket guide

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Hot Area:

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HP ProLiant Gen8 server innovations include: (Study guide p.15) Tool-less access Smart socket guide The ability to work best when paired with HP Insight Management, HP SmartMemory, and HP Moonshot Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight HP Moonshot redefines IT infrastructure with the world's first software-defined server for social, mobile, cloud, and Big Data. HP Moonshot features low power, high density, compute power for dedicated applications.

### QUESTION 4

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 5

Which phases are included in the Services Life Cycle? (Select two.)

- A. Implementation
- B. Administration
- C. Design

D. Site Visit

E. Hardware Recycle

Correct Answer: BC

Reference: <http://www.resultspositive.com/uploads/news/files/implementing-itiil-v3.pdf> (page 2)

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