

HP2-E58^{Q&As}

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QUESTION 1

Match each customer benefit to the correct portfolio innovation.

high performance for downlinks to servers operating as a cluster

ability to reclaim unused storage capacity on an on-going basis

cheap, efficient, and high-performing nanoelectronic memory

reduced time for implementing a service with a pre-integrated technology stack

	▼
	▼
	▼
	▼

Hot Area:

high performance for downlinks to servers operating as a cluster

	▼
3PAR Thin Persistence	
40GB blade connections	
HP AppSystem	
HP Memristor	

ability to reclaim unused storage capacity on an on-going basis

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3PAR Thin Persistence	
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HP AppSystem	
HP Memristor	

Correct Answer:

high performance for downlinks to servers operating as a cluster

3PAR Thin Persistence	<input type="checkbox"/>
40GB blade connections	<input checked="" type="checkbox"/>
HP AppSystem	<input type="checkbox"/>
HP Memristor	<input type="checkbox"/>

ability to reclaim unused storage capacity on an on-going basis

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40GB blade connections	<input type="checkbox"/>
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HP Memristor	<input checked="" type="checkbox"/>

reduced time for implementing a service with a pre-integrated technology stack

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40GB blade connections	<input type="checkbox"/>
HP AppSystem	<input checked="" type="checkbox"/>
HP Memristor	<input type="checkbox"/>

HP AppSystem has pre-integrated technology stack including a specifically-optimized hardware configuration, factory pre-loaded OS and tailored consulting and HP Solution Support services. This solution delivers system performance and

reduces implementation from months to hours. (Study guide p.12) 40GB Blade networking connections HP provides 40GB downlinks on blade servers, to deliver very fast, near-real time, performance, ideal for high performance clusters or

financial services applications. (Study guide p.18)

HP 3PAR Thin Persistence software, and other thin-reclamation solutions, enables thin-provisioned storage on HP 3PAR StoreServ arrays to stay thin over time by ensuring that unused capacity is reclaimed for use by the array on an ongoing basis. (Study guide p.15)

HP Memristor (Study guide p.15)

Memristor devices are intended for applications in nanoelectronic memories and computer logic, as a replacement for Flash, SSD, and DRAM. The device provides a more efficient form of memory that can retain its information even when it

loses power.

It will significantly outperform flash memory, holding its memory longer. It is simpler, easier to make, which means it's cheaper, and it can be switched a lot faster, with less energy.

QUESTION 2

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

A. Implementation

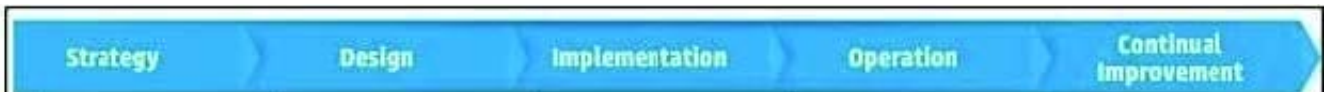
B. service improvement

C. Hardware Recycle

D. Design

E. Administration

Correct Answer: AD



QUESTION 3

How does the HP ProLiant Return on Investment (ROI) calculator help businesses who currently own legacy server technology?

- A. It creates a long-term plan for the customer, detailing which innovations will be important in the future.
- B. It compares the costs of the company maintaining its own resources against the costs of using the HP ProLiant-based public cloud.
- C. It highlights the administration and labor savings that the customer gains by deploying ProLiant Gen8 servers.
- D. It shows payback, break-even, and ROI if the customer replaces ProLiant Gen8 servers with Moonshot servers.

Correct Answer: C

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> (HP storeonce: redefining data deduplication, 4 para)

QUESTION 5

Match each characteristic to the correct sales engagement type.

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Hot Area:

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Correct Answer:

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

TRANSACTIONAL	CONSULTATIVE
Commodity	Strategic
Customers do not see any differences between products and they look for the lowest price	Salesperson is a trusted advisor
Customer knows what they want	Customer may not know they have a problem
Key to success: marketing, efficiency, volume	Key to success: deep understanding of HP Enterprise Group Solutions, customers and ability to influence
Short Sales Cycles	Long Sales Cycles
Small but frequent sales	Large, infrequent sales
Greater reliance on telesales, web	Meetings with sales representatives and technical experts
Sales Managers focus on activity	Sales Managers focus on coaching

QUESTION 6

A customer needs a campus LAN networking solution that supports traditional desktops and wireless devices. How can you distinguish HP from competing solutions?

- A. Explain that HP does not offer wireless solutions because its networks work with the customer's choice of wireless vendor.
- B. Explain that HP provides simplified network solutions based on open standards that unify management of wired and wireless connectivity.
- C. Explain that HP provides the only end-to-end solution based on proprietary wireless optimization technologies.
- D. Explain that competitors only offer 1- or 2-tier solutions, but HP offers full 3-tier wired and wireless solutions.

Correct Answer: B

Reference: <http://h17007.www1.hp.com/us/en/networking/solutions/wlan/index.aspx>

QUESTION 7

Compared to HP Proactive Care, what are some weaknesses of Dell's support offering? (Select two.)

- A. No predictable and transparent contracts
- B. No optimization of products
- C. Account management offered only with high end support
- D. Limited offerings for complex environments
- E. No credit-based services offering

Correct Answer: DE

HP strengths	IBM weaknesses	Dell weaknesses
<ul style="list-style-type: none"> ➤ Flexible way to purchase services for IT infrastructure needs, providing budgeting flexibility ➤ Account Support Manager to identify, plan, and schedule services for engineering needs ➤ Menu driven, wide range of services with fixed scope and price (For example, services around SAP environments, virtualization, availability, performance and energy consumption) ➤ Focus on avoiding problems rather than providing faster support when any problem occurs 	<ul style="list-style-type: none"> ➤ No comparable purchasing method or credits-based services offering ➤ Account management only offered with higher end support or customized services ➤ Custom contracts are variable and negotiable, and so not predictable and transparent 	<ul style="list-style-type: none"> ➤ No comparable purchasing method or credits-based services offering ➤ No Depth. Limited offering for complex environments

For IBM or Dell to match the menu of Proactive Select, their customers need a custom contract or need to purchase multiple services ... either of which costs more than HP Proactive Care.

QUESTION 8

Which type of HP servers save space and pool power, cooling, and management resources? (Select two.)

- A. Mounted
- B. Tower
- C. Blade
- D. Cartridge
- E. Rack

Correct Answer: CD

Moonshot server cartridges are ideal for dedicated workloads, and fit in a system chassis providing shared power, cooling, and management resources for the server cartridges. (Study guide p.15)

Blade servers are ideal for data centers and for use with external storage, and offer maximum computing power in space, power, and cooling saving designs.

The ProLiant BL family is a community of servers where functionality that is dedicated and specialized is separate and everything that is common is shared. (Study guide p.14)

QUESTION 9

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>

QUESTION 10

Match each HP product with its typical place in the FlexNetwork Architecture

HP 7500 Switch Series	<input type="text"/>
HP 12900 Switch Series	<input type="text"/>
HP Intelligent Management Center (IMC)	<input type="text"/>
MSR 2000 Router Series	<input type="text"/>

Hot Area:

HP 7500 Switch Series

	▼
	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP 12900 Switch Series

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP Intelligent Management Center (IMC)

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

MSR 2000 Router Series

	▼
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

Correct Answer:

HP 7500 Switch Series

FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP 12900 Switch Series

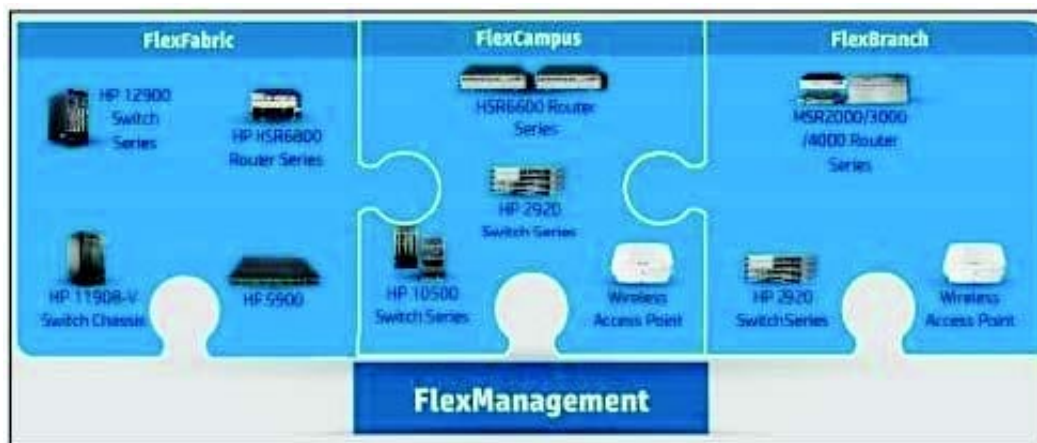
FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	

HP Intelligent Management Center (IMC)

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FlexFabric	
FlexBranch	
FlexManagement	

MSR 2000 Router Series

FlexCampus	
FlexFabric	
FlexBranch	
FlexManagement	



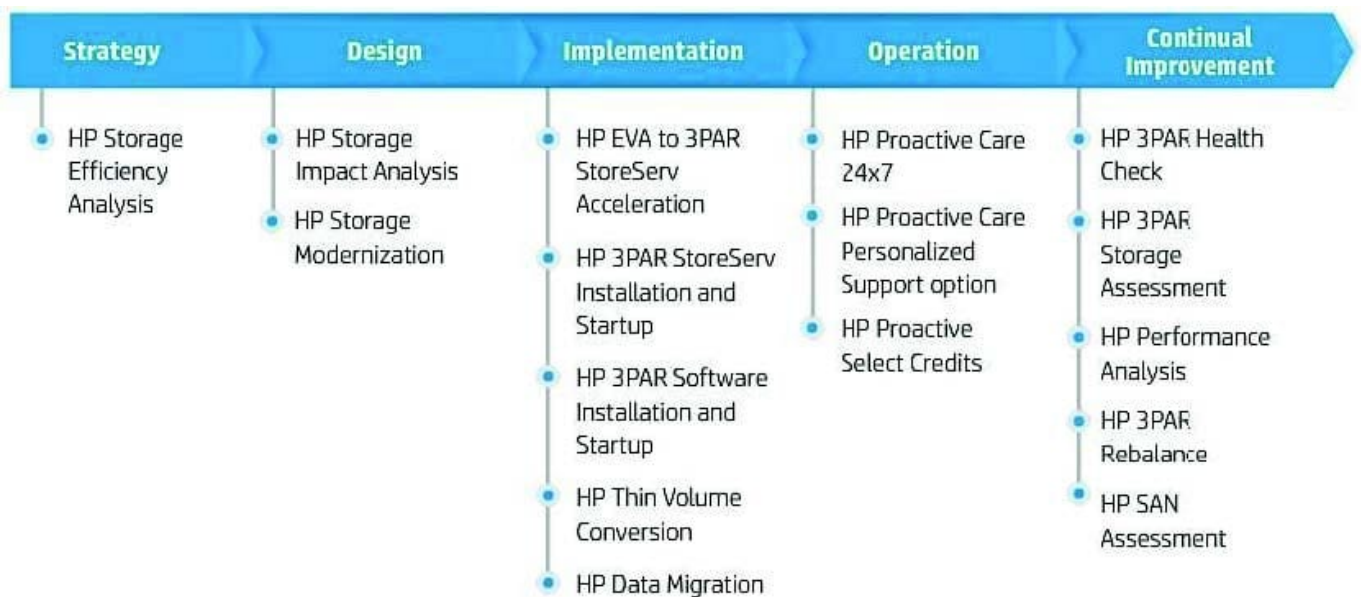
QUESTION 11

A customer is currently using an older storage technology. The customer would like to move to HP 3PAR StoreServ Storage, but is worried about the business disruption that moving to a new storage system might cause. Which HP

services would you suggest? (Select two.)

- A. HP Data Migration
- B. HP Storage Impact Analysis
- C. HP 3PAR Storage Assessment
- D. Proactive Care 24 x 7
- E. HP 3PAR Health Check

Correct Answer: AD



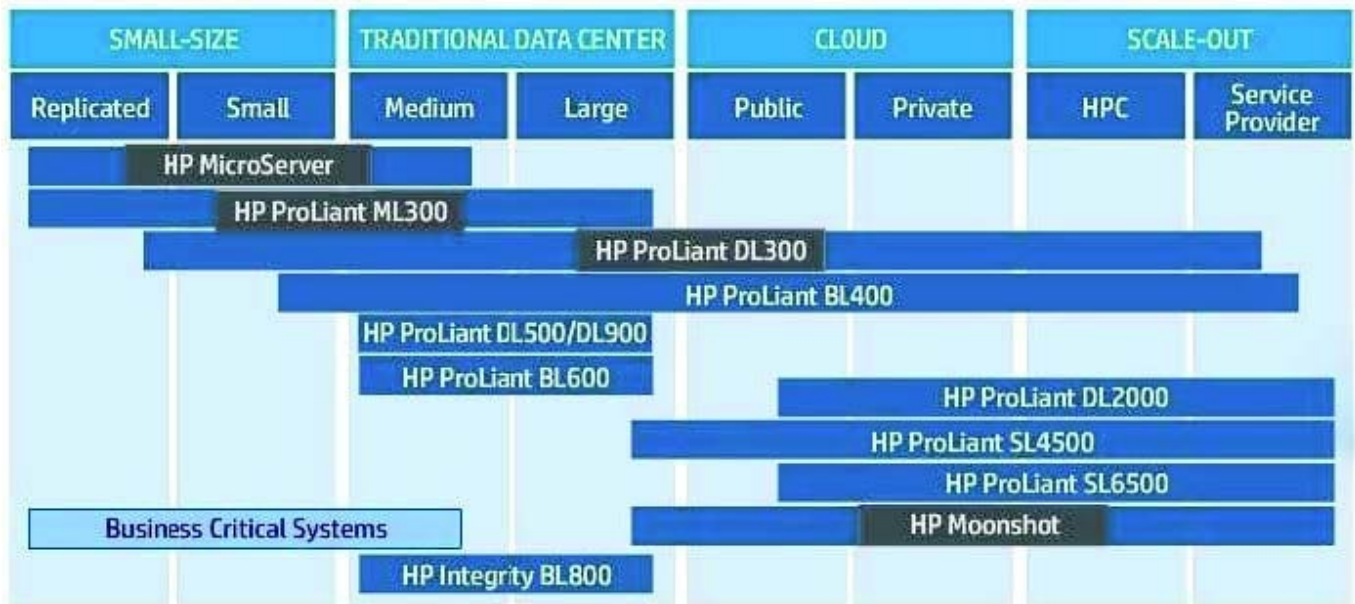
HP Proactive Care with 24x7 cover would minimize unplanned down time and pay for itself.(Study guide p.28)

QUESTION 12

A company needs to upgrade its data center servers, which host non-business-critical services. The customer values ease of management, a small physical footprint and the ability to expand in the future. Which HP solution and value proposition should you suggest?

- A. The HP ProLiant BL460c Gen8 server balances scalability, performance, and ease of management.
- B. The HP ProLiant DL380 server pools virtualized resources to simplify management and increase efficiency.
- C. The HP Moonshot 1500 Chassis meets high availability needs in a highly efficient form factor
- D. The HP ProLiant ML350 server is an affordable solution that will scale for any future needs.

Correct Answer: B



<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6146ENW.pdf>

QUESTION 13

How is HP distinguishing itself in the server market?

- A. Its FlexFabric servers segment storage and traditional data traffic to serve each more effectively
- B. Its Thin Provisioning ProLiant Technology consolidates more compute power in an efficient form factor
- C. Its Moonshot servers pool every resource possible, delivering powerful services very efficiently
- D. Its MicroServers offer high performance and availability in a very small form factor

Correct Answer: C

QUESTION 14

A company fits in the "Business Expansion" category of the Just Right IT Maturity model. Which action does that company most likely need to take?

- A. Move to an on-premise IT model because simplicity is more important than scalability.
- B. Reduce IT costs even if doing so reduces resiliency and availability.
- C. Invest in more complex vendor relationships to ensure IT resiliency and scalability.
- D. Reduce IT costs by outsourcing most maintenance tasks to local companies.

Correct Answer: C

Business expansion (Study guide p.8) Grow to include multiple sites, products and customers More formal vendor relations with more interaction points More applications and IT infrastructure Potential need for blade servers or cloud computing Small team of IT generalists on-premise Reliability and uptime - priority Advanced security infrastructure More analytics and BI More rigorous DR/BC System integration Staff trained and certified

QUESTION 15

Match the IT initiative to the associated IT challenge.

Reducing complexity and IT sprawl	
Embracing cloud computing	
Responding to the rapid growth in big data	

Hot Area:

Reducing complexity and IT sprawl	<input type="text"/> <input type="text"/> <input type="text"/>
Embracing cloud computing	<input type="text"/> <input type="text"/> <input type="text"/>
Responding to the rapid growth in big data	<input type="text"/> <input type="text"/> <input type="text"/>

Correct Answer:

Reducing complexity and IT sprawl	<input type="text"/> <input type="text"/> <input type="text"/>
Embracing cloud computing	<input type="text"/> <input type="text"/> <input type="text"/>
Responding to the rapid growth in big data	<input type="text"/> <input type="text"/> <input type="text"/>

Reducing Complexity and IT Sprawl: By collapsing workflow steps and saving administrative time with key tasks, enterprises can accelerate key technology projects.

Embracing cloud computing: While the cloud provides an elastic and scalable infrastructure for enterprise applications, migrating to the cloud from on-site servers can introduce several challenges, such as code changes. (Study guide p.33)

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