

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

Selling HP Converged Infrastructure Solutions

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### QUESTION 1

You are meeting with a company's chief information officer (CIO) to discuss an HP solution. Based on a CIO's typical concerns, which point should you emphasize?

- A. How the HP solution helps the company meet its service level agreements (SLAs)
- B. How the HP solution helps to eliminate routine and tedious configuration tasks
- C. How the HP solution has mechanisms for simplifying provisioning and deployment
- D. How the HP solution has innovative technologies and how these technologies work

Correct Answer: A

Reference: <http://h18006.www1.hp.com/storage/pdfs/4AA4-6608ENW.pdf>

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### QUESTION 2

Which customer value does the HP commitment to OpenSource Linux provide?

- A. It provides for free escalation support on all major distributions of Linux running on HP hardware.
- B. It provides an HP distribution of Linux that is less expensive than distributions from competitors.
- C. It provides direct insight into the servers power use, resulting in lower power and cooling costs.
- D. It prevents customers from being locked into a small range of solutions, and also lowers their costs.

Correct Answer: D

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### QUESTION 3

Which HP CloudSystem features help businesses manage private, public, and hybrid cloud environments? (Select two.)

- A. Built-in software-defined network (SDN) controller
- B. Complete management of the service lifecycle
- C. A software-defined server platform for social, mobile, cloud, and big data
- D. Support for multi-hypervisor and multi-OS infrastructures
- E. A pre-integrated technology stack, configured for a particular application

Correct Answer: BD

As part of the HP Converged Cloud portfolio, HP CloudSystem enables enterprises and service providers to build and manage services across private, public and hybrid cloud environments on a simplified, integrated architecture: (Study guide p.12) Intelligent automation; application-to-infrastructure

Complete service lifecycle management from provisioning to monitoring to retirement

Supports multi-hypervisor, multi-OS, and heterogeneous infrastructures

Pre-packaged service design tools HP Cloud Maps

Built on proven and market-leading HP Converged Infrastructure and HP Cloud Service Automation

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#### QUESTION 4

A customer is considering whether moving toward the cloud makes sense for their business. How does the HP Cloud Optimizer help the customer meet their IT initiatives?

- A. It automatically aligns the physical network with the needs of connected virtual machines (VMs).
- B. It flattens the cloud networking environment so that it better supports mobile data.
- C. It manages the support relationship with the cloud service provider
- D. It simplifies moving applications and data between a private data center and the cloud.

Correct Answer: D

CloudOpt enables easier onboarding and migration to the cloud by accelerating data movement and application access. (Study guide p.35)

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#### QUESTION 5

A customer states that their IT administrators spend a lot of time installing operating systems on servers and bringing systems online. The customer wants to reduce downtime and maintenance. Which HP server feature should you explain to this customer?

- A. HP ProLiant 3D Sea of Sensors technology
- B. Integrated Lifecycle Automation
- C. Automated Energy Optimization
- D. Gen8 Embedded SmartStart

Correct Answer: B

Integrated Lifecycle Automation (Study guide p.25) Gets systems online three times faster Troubleshoots five times faster with more context and accuracy Deploys three times faster with 93 percent less downtime during online updates

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#### QUESTION 6

Match each characteristic to the correct sales engagement type.

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

transactional	or	consultative
transactional	or	consultative
transactional	or	consultative
transactional	or	consultative

Hot Area:

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

transactional	or	consultative
transactional	or	consultative
transactional	or	consultative
transactional	or	consultative

Correct Answer:

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

transactional	or	consultative
transactional	or	consultative
transactional	or	consultative
transactional	or	consultative



**QUESTION 7**

Which benefits differentiate HP servers from competitors\' servers? (Select two.)



- A. HP is the only vendor that unifies UNIX and x86 hardware.
- B. HP servers include a Get Virtual Guarantee.
- C. HP servers feature autonomic management and tier 1 capabilities at mid-range prices.
- D. HP servers have a 33% lower Total Cost of Ownership (TCO).
- E. HP servers support open standards, rather than proprietary technologies.

Correct Answer: AD

HP: Key value differentiators				
Servers	Storage	Networks	Technology Services	Converged Systems
<ul style="list-style-type: none"> <li>&gt; Dell: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: 150 design innovations</li> <li>&gt; HP: ROI in 5 months</li> <li>&gt; HP: 65% more performance for same power / space</li> <li>&gt; HP: 66% faster problem resolution</li> <li>&gt; HP: only vendor unifying UNIX and x86</li> <li>&gt; HP: 30 days per year less admin</li> <li>&gt; HP: 33% lower TCO</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 2x VM density</li> <li>&gt; IBM: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: Get Thin Guarantee</li> <li>&gt; HP: Autonomic Management</li> <li>&gt; HP: Get Virtual Guarantee</li> <li>&gt; HP: Federated de-duplication</li> <li>&gt; HP: Integrated Blade SAN</li> <li>&gt; HP: innovation leader</li> <li>&gt; HP: unique Tier 1 SMB to Enterprise array</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: world no.2</li> <li>&gt; HP: Pioneering spatial stream MIMO APs</li> <li>&gt; HP: plug-and-play BYOD solution</li> <li>&gt; HP: up to 75% less complex</li> <li>&gt; HP: Manage 6000 different network devices from 220 manufacturers</li> <li>&gt; HP: 2x Scalable Data Center Fabric</li> <li>&gt; HP: VAN deploy in minutes not months</li> <li>&gt; HP: SDN ready infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: assigned technical experts, who own problems end-to-end</li> <li>&gt; HP: Environment-Wide Entitlement (One contract for anything in your environment)</li> <li>&gt; HP: single point of contact for both HP and third party vendors</li> <li>&gt; HP: 24x7x365 system monitoring</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 75% faster provision of apps</li> <li>&gt; HP: Open, not closed</li> <li>&gt; IBM: complex management</li> <li>&gt; IBM: Proprietary vs. Open</li> <li>&gt; Oracle: most closed system</li> <li>&gt; IBM: too many layers</li> <li>&gt; Cisco: Network vs. Application-centric</li> <li>&gt; IBM: incomplete and expensive services</li> <li>&gt; HP: decrease downtime from 10 hours to 20 minutes per year</li> <li>&gt; HP: Shift &gt;50% of effort from ops to innovation</li> </ul>

**QUESTION 8**

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 9**

The diagram illustrates the HP EG Portfolio structure. It is organized into four main sections: HP Converged Infrastructure, Innovations, Capabilities, and Solutions built on HP Services. A vertical bar on the left is labeled 'HP EG Portfolio'. Below the main sections, a callout box states: 'Converged Infrastructure is built on HP innovations which include:'. The innovations listed are: HP Moonshot, Industry leader Software Defined Networking, HP AppSystem (for Vertica, Apache Hadoop, SAP HANA, Microsoft SQL Server), HP VirtualSystem, and HP CloudSystem. A callout box points to HP Moonshot, stating: 'HP Moonshot redefines IT infrastructure with the world's first software-defined server for social, mobile, cloud, and Big Data.' Below the list of innovations, it says: 'Roll over the innovations to learn more. Take a few minutes to think about what value these can bring to your customers.'

A small business with one corporate office and two small branch offices wants to upgrade their aging server hardware. The business is stable, with no plans for expansion or migration to the cloud. The IT manager is looking for a solution that

will offer maximum flexibility and all-inclusive storage to each branch office.

Which HP server family best meets this customer needs?

- A. HP Moonshot
- B. HP ProLiant SL6500
- C. HP Integrity BL400
- D. HP ProLiant ML310

Correct Answer: C

Reference: <http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%204AA4-0118ENW.pdf> (page 17, first para)

**QUESTION 10**

Businesses need to reduce costs and increase original and creative approaches. Which of these IT initiatives are most related to that business driver? (Select two.)

- A. Responding to increased demand for mobile access
- B. Embracing cloud computing
- C. Cutting back on the rapid growth of big data
- D. Shifting away from complex Bring Your Own Device (BYOD) environments
- E. Adopting innovative platforms and technologies

Correct Answer: BE



#### QUESTION 11

A small business with one corporate office and two small branch offices wants to upgrade their aging server hardware. The business is stable, with no plans for expansion or migration to the cloud. The IT manager is looking for a solution that

will offer maximum flexibility and all-inclusive storage to each branch office.

Which HP server family best meets this customer's needs?

- A. HP ProLiant BL400
- B. HP Moonshot
- C. HP Integrity BL800
- D. HP ProLiant ML310e Gen8

Correct Answer: D

Reference: <http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%204AA4-0118ENW.pdf> (page 17)

### QUESTION 12

What differentiates HP Technology Services from its competitors' services?

- A. Expedited problem resolution for mission-critical devices, improving response times by 15%
- B. Health check scans to determine the state of devices
- C. Assigned technical experts, who are responsible for problems until they are completely resolved
- D. multiple contracts and points of contact that cover all the company's resources

Correct Answer: A

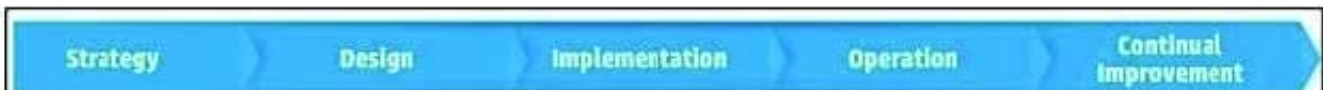
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### QUESTION 13

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 14

Which HP technologies enable a company to flatten its campus network infrastructure and implement a two-tier architecture?

- A. HP Intelligent Resilient Framework (IRF) and higher-density switches
- B. HP Intelligent Management Center (IMC) and Virtual Connect
- C. Software-Defined Networking and OpenFlow
- D. Unified wired and wireless access

Correct Answer: A



Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-2718ENW.pdf> (page 5, second para)

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#### QUESTION 15

A company's IT staff must ensure that their IT services are available 24x7 and always operating at peak levels. Which HP Technology Service would you suggest to meet these requirements?

- A. HP Advanced Care
- B. HP Care Pack
- C. HP Foundation Care
- D. HP Proactive Care

Correct Answer: D

A warranty would only protect your customer against problems with the product itself, not the service that the product delivers. 6 hour CTR HW Support would provide a good level of protection, but not the optimal service level for a customer whose business demands high availability. HP Proactive Care with 24x7 cover would minimize unplanned downtime and pay for itself. (Study guide p.30)

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