

QUESTIONS & ANSWERS

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HP2-E33

Selling HP Converged Infrastructure(R) Solutions

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QUESTION: 51

Which kind of questions should you ask when you are trying to establish a customer's business challenges?

- A. New information questions at 3 levels
- B. Commitment questions
- C. Opinion questions
- D. Confirmation questions

Answer: D

QUESTION: 52

Which other name is Internal Rate of Return(IRR) also known by?

- A. Money Value
- B. Project Return
- C. Economic Rate of Return
- D. Project Transfer Rate

Answer: B

QUESTION: 53

What are the benefits to you of moving from selling products to a strategic position of considering Converged Infrastructure and the customer's business goals? (Select two.)

- A. You sell more end-to-end solutions.
- B. You protect the company from making large IT expenditures in the short term.
- C. You earn the customer's trust as a consultant for future projects.
- D. You help customers make measurable transformations in their data center performance metrics.
- E. You protect yourself against competitors by providing quantifiable business value.

Answer: C,E

QUESTION: 54

Match the converged infrastructure tier with its function

Function

creates virtualized shared capacity that can match application demand

provisions and adapts application environments quickly and easily

provides insight and control over energy costs and environmental impact

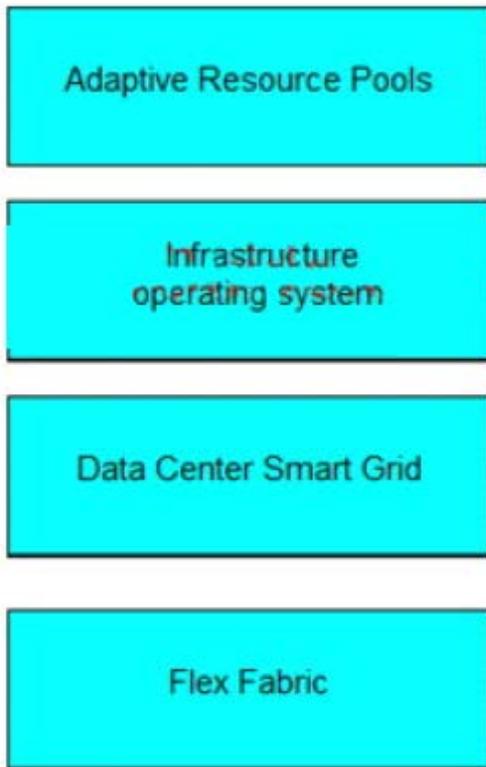
moves network intelligence away from the core and closer to the server edge

Answer: A

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Function



QUESTION: 55

What is the best definition of the Infrastructure Operating Environment?

- A. a set of software processes for designing, provisioning, and managing infrastructure services
- B. a set of software processes for designing infrastructure services
- C. a set of software processes to simplify the management of infrastructure services
- D. a catalog of published service templates

Answer: A

QUESTION: 56

In terms of Converged Infrastructure, what is HP's goal for customers?

- A. to make hardware and software systems easier to manage remotely

- B. to make datacenter power and cooling operations and management simple
- C. to simplify infrastructure provisioning, modification and ongoing management across the technology domains
- D. to automatically provision network, server and storage requirements across multiple silos

Answer: D

QUESTION: 57

In a tough economic environment,where every sale counts,what is the best way to sell technology?

- A. Respond to customer's requests as quickly as possible,in order to supply their identified needs.
- B. Ask questions so that you fully understand their stated requirements.
- C. Ask questions so that you can diagnose the customer's real needs.
- D. Ensure that you build rapport with your customer by suggesting solutions to problems as soon as the customer mentions them.

Answer: C

QUESTION: 58

How can users realize significant ROL when implementing HP Insight Software?

- A. Through reduced server administration,deployment,and monitoring
- B. Through extended server lifecycles resulting from greater fault tolerance
- C. By cloning existing workloads across heterogeneous server environments
- D. By enabling business-driven provisioning of remote data center resources

Answer: A

QUESTION: 59

HP has transformed the way in which customers can buy Integration and Technical Services through the channel.What is the significant change in the way these services are offered?

- A. A standard discount is applied across all services without reference to the overall purchase value

- B. All services are supplied with guarantees which are underwritten by HP.
- C. HP trains all Channel Partners to deliver the services themselves.
- D. The channel can now sell HP services through Statements of Work and are not limited to packaged Care Packs.

Answer: D

QUESTION: 60

How should you use the Converged Infrastructure Maturity Model(CI-MM)Express Assessment tool?

- A. As a starting point in evaluating the current state of the customer's IT systems
- B. As a reference for each stage of the sales process from consultation through installation and evaluation
- C. As a configuration assistant for helping customers select components for their BladeSystem Matrix solutions
- D. As an architecture design platform for testing proofs of concepts

Answer: A

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