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Designing HP Data Center and Cloud Solutions

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QUESTION 1

Which HP tool provides a guided self-service experience to help you provide customers with initial configurations in a few minutes?

A. Enterprise Configurator

B. HP Product Bulletin

C. Simplified Configuration Environment

D. ActiveAnswers

Correct Answer: B

Reference: http://www8.hp.com/h20195/v2/GetHTML.aspx?docname=c04123238

QUESTION 2

Each of the HP CloudSystem offerings can be built using small, medium, and large building blocks. Which fibre storage array does HP recommend for the small building block (HP CloudSystem Matrix) with the lowest cost of entry?
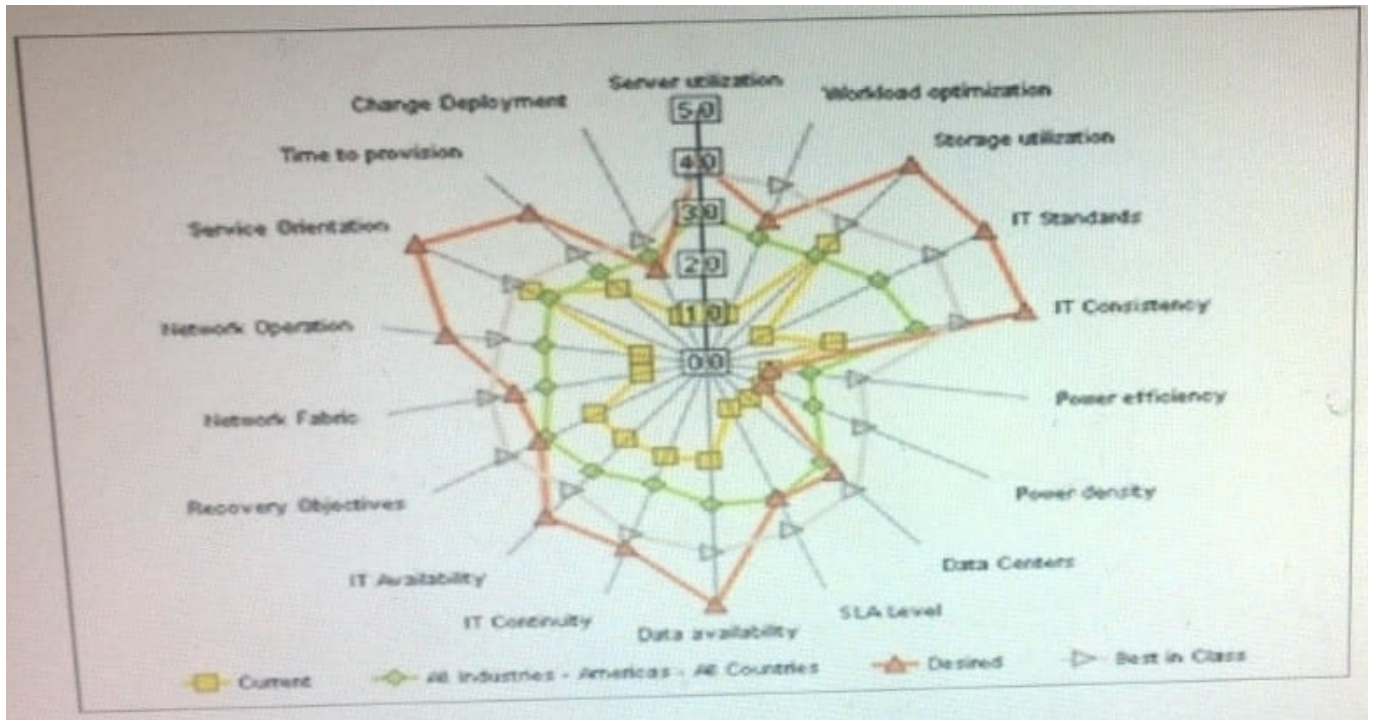
A. HP P9500 Disk Array

B. HP 3PAR F-Class Storage Solution

C. HP P6000 Enterprise Virtual Array

D. HP LeftHand P4000 SAN Solution

Correct Answer: C

QUESTION 3

Refer to the Exhibit.

What does this graphic represent?

A. An SLA gap analysis

B. A CI-CM gap analysis

C. A TCO gap analysis

D. An ROI gap analysis

Correct Answer: B

QUESTION 4

A customer is unable to keep up with their internal IT needs using their traditional IT infrastructure model. They believe that a service-oriented cloud model is the correct way forward, but need to know where to begin. Which HP Service will help them understand the business impact of cloud and develop a strategy?

A. Cloud HybridWorkload Analysis

B. Cloud Design Service

C. Hybrid Deli very Strategy Service

D. CloudStart Service

Correct Answer: C

Reference:

http://h20564.www2.hp.com/hpsc/doc/public/display?docId=c01038153

QUESTION 5

An HP BladeSystern customer asks for guidance from HP to better understand the potential or cloud for their business.

Which HP service should you suggest?

A. Cloud Roadmap Service

B. CloudStart Service

C. Cloud Design Service

D. Converged Cloud Workshop

Correct Answer: A

Reference:

http://www.techdata.ca/(S(ts3mg0fdwcvbj2rxqdr0xh55))/content/tdcloud/files/hp/HP_Cloud
System_Sales_Playbook.pdf

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