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QUESTION 1

A company needs to expand its data center. The senior IT manager believes that a one-vendor solution will ensure that the network infrastructure devices interoperate properly. This manager only wants to purchase solutions from market leaders. Which responses best address this manager\\'s concerns? (Select two.)

A. HP Networking devices provide a lower total cost of ownership (TCO), significantly reducing the company\\'s operating costs

B. HP Collaborative Support ensures that HP acts as a single point of contact for all your network infrastructure devices

C. HP provides consulting services to help you integrate HP products into your existing Infrastructure

D. HP Networking devices are built on open standards, allowing them to interoperate with devices from other vendors

E. HP is a market leader in servers, storage, and networking

Correct Answer: DE

QUESTION 2

Your customer is purchasing HP servers and switches for its data center. The customer needs to ensure high availability for its mission-critical services. Which HP service should you recommend?

A. HP Foundation Care Plus with consolidated support options

B. HP Collaborative Support

C. HP Foundation Care

D. HP Proactive Care Plus with personalized support options

Correct Answer: D

Benefits of HP Proactive Care Personalized Support Option (Study guide p.19)

A technical expert who knows the customer\\'s environment: An assigned HP Account Support Manager (ASM) provides best-practice advice and collaboration regarding projects and issues Tailored services: Up to 4 business days per year of ASM time to provide technical and operational advice based on best practices Support planning: In addition to the operational and technical advice time, a support plan is developed annually and reviewed twice a year to help minimize risk to the business by documenting, tracking, and executing key services Offers: High availability for mission-critical services Flexibility: If the customer\\'s needs grow during the service agreement, additional days can be ordered to support unanticipated events or issues

QUESTION 3

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

A. Implementation

B. service improvement

C. Hardware Recycle

D. Design
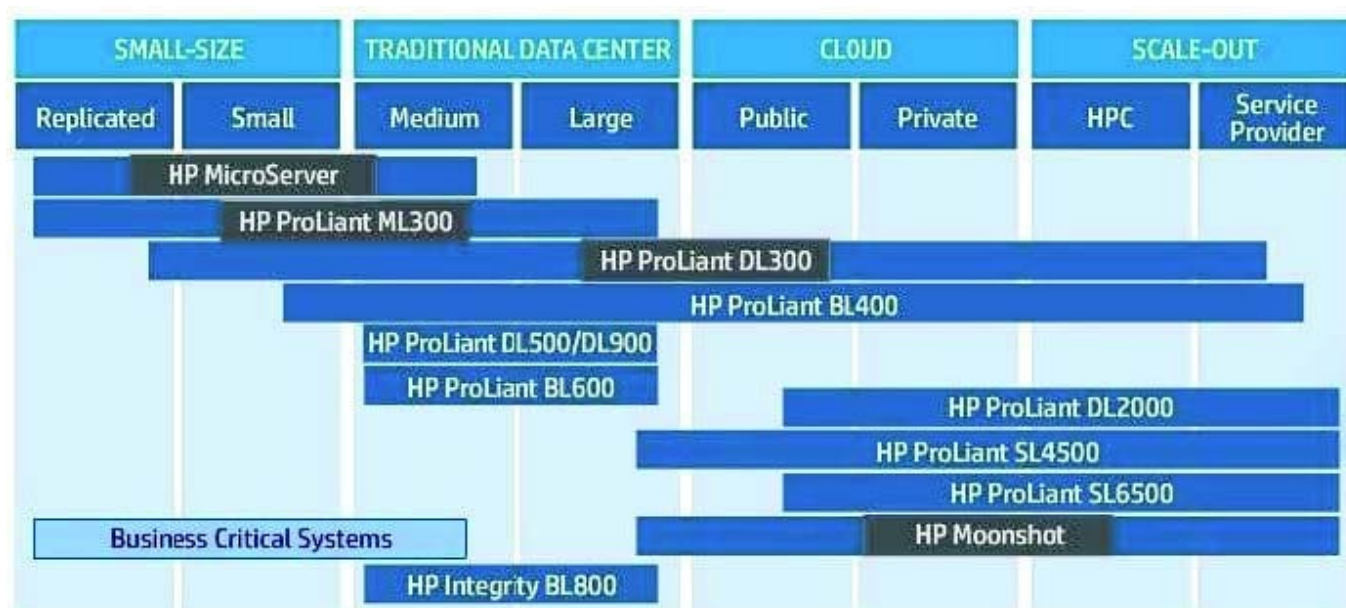
E. Administration

Correct Answer: AD

QUESTION 4

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 5

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 customers\' 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)

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