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QUESTION 1

Which HP solution most helps customers who need to respond to the rapid growth of big data?

A. HP StoreAll

B. HP 3PAR StoreServ

C. HP Moonshoot

D. HP Continuous Delivery Automation

Correct Answer: B

Responding to the rapid growth in Big Data, HP solutions include: (Study guide p.33) HP 3PAR StoreServ

HP StoreOnce HP StoreAll Express Query HP StoreAll Storage

http://www8.hp.com/us/en/products/data-storage/3parstoreserv.html

QUESTION 2

Match each HP server innovation with the appropriate HP product family.

Provides software-defined servers for social, mobile, cloud, and big data	HP Moonshot or HP ProLiant Gen8
Supports high-density deployments	HP Moonshot or HP ProLiant Gen8
Provides Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight	HP Moonshot or HP ProLiant Gen8
Uses significantly less power than servers offering equal performance	HP Moonshot or HP ProLiant Gen8
Designed with tool-less access and smart socket guide	HP Moonshot or HP ProLiant Gen8

Hot Area:

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Correct Answer:

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HP ProLiant Gen8 server innovations include: (Study guide p.15) Tool-less access Smart socket guide The ability to

work best when paired with HP Insight Management, HP SmartMemory, and HP Moonshot Integrated Lifecycle Automation, Automated Energy Optimization, Dynamic Workload Acceleration, and ProActive Insight HP Moonshot redefines IT infrastructure with the world\\'s first software-defined server for social, mobile, cloud, and Big Data. HP Moonshot features low power, high density, compute power for dedicated applications.

QUESTION 3

What should you do in the final stage (stage 5) of a server sales opportunity?

A. State the value of the HP server solution for the customer; differentiate the HP solution from the competition.

B. Provide the customer with the \\'HP Just Right Guide\\' or -HP Simply IT Solutions Guide\\' to help them design the solution.

C. Plan all the products and services that the customer will require; explain the cost of the solution.

D. Help the customer plan for virtualization by highlighting HP server technologies and benefits.

Correct Answer: C

QUESTION 4

Which HP innovation allows a customer to connect multiple switches into a single virtual device?

A. Intelligent Management Center (IMC.

B. Smart Connect

C. Intelligent Resilient Framework (IRF)

D. Virtual Connect

Correct Answer: C

HP IRF provides software virtualization technology to connect multiple network devices through physical IRF ports and perform necessary configurations, and then these devices are virtualized into a distributed device. (Study guide p.18)

QUESTION 5

Which statement correctly describes how HP FlexFabric solutions can flatten customers\\' networks?

A. The topology has 1, 2, or 3 tiers, but Intelligent Resilient Framework (IRF) is only an option for 2-tier and 3-tier solutions

B. The topology removes the wireless controller layer by using switches to manage wireless access points

C. HP 59X0 Switch Series top of the rack (ToR) switches and rack servers are components of a simplified 1-tier solution

D. HP Intelligent Resilient Framework (IRF) and HP BladeSystem technologies deliver a low latency 1-tier topology.

Correct Answer: D

http://h17007.www1.hp.com/us/en/whatsnew/august/230811-2.aspx

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