



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

Selling HP Converged Infrastructure Solutions

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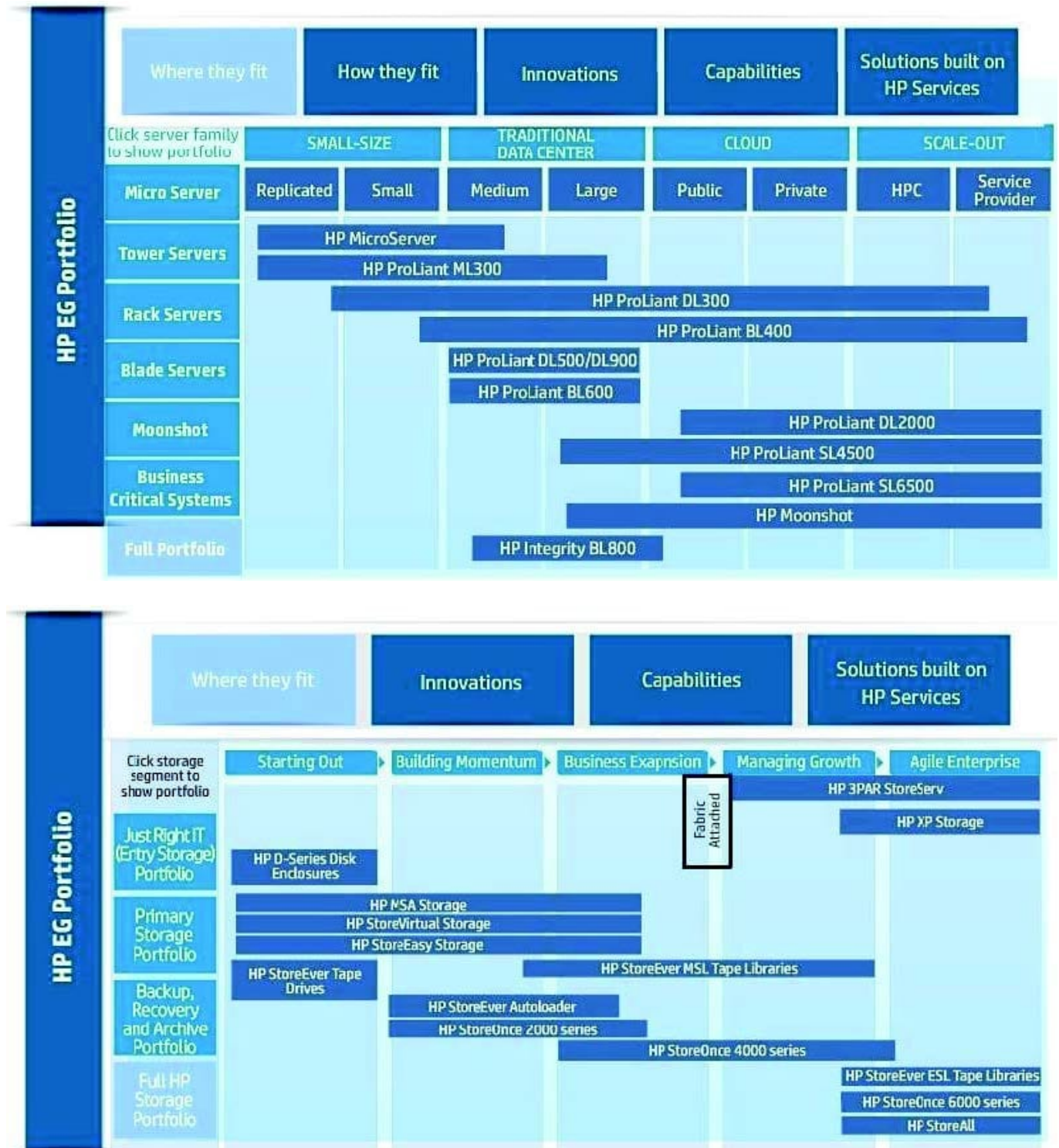
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QUESTION 1



You are looking for the right HP server solution for a customer. Where can you find server positioning information?

- A. HP Just Right Guide or Simply IT Solutions Guide
- B. HP Solutions Builder Program portal



- C. HP Systems Insight Management (SIM) portal
- D. HP Network Design Consulting Guide

Correct Answer: A

[http://h17007.www1.hp.com/docs/justrightit/100261473-1%20JRIT\\_Solution\\_Guide\\_RD4\\_0823\\_ct.pdf](http://h17007.www1.hp.com/docs/justrightit/100261473-1%20JRIT_Solution_Guide_RD4_0823_ct.pdf)

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### QUESTION 2

Your customer's current HP solutions include HP MSA 2000 and HP ProLiant ML300 products. They are ready to enter the next phase of business expansion. Which product families should you suggest for their upgrade?

- A. HP StoreVirtual and MicroServers
- B. HP XP and ProLiant SL6500
- C. HP StoreOnce 4x00 and ProLiant DL300
- D. HP D-Series Disk Enclosures and a MultiService Router (MSR) 900

Correct Answer: C

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### QUESTION 3

Match each HP product with its typical place in the FlexNetwork Architecture

|  |                      |
|--|----------------------|
| HP 7500 Switch Series                  | <input type="text"/> |
| HP 12900 Switch Series                 | <input type="text"/> |
| HP Intelligent Management Center (IMC) | <input type="text"/> |
| MSR 2000 Router Series                 | <input type="text"/> |

Hot Area:



HP 7500 Switch Series

|                |   |
|----------------|---|
|                | ▼ |
|                | ▼ |
| FlexCampus     |   |
| FlexFabric     |   |
| FlexBranch     |   |
| FlexManagement |   |

HP 12900 Switch Series

|                |   |
|----------------|---|
|                | ▼ |
|                | ▼ |
| FlexCampus     |   |
| FlexFabric     |   |
| FlexBranch     |   |
| FlexManagement |   |

HP Intelligent Management Center (IMC)

|                |   |
|----------------|---|
|                | ▼ |
|                | ▼ |
| FlexCampus     |   |
| FlexFabric     |   |
| FlexBranch     |   |
| FlexManagement |   |

MSR 2000 Router Series

|                |   |
|----------------|---|
|                | ▼ |
|                | ▼ |
| FlexCampus     |   |
| FlexFabric     |   |
| FlexBranch     |   |
| FlexManagement |   |

Correct Answer:



### HP 7500 Switch Series

|                |                                     |
|----------------|-------------------------------------|
|                | ▼                                   |
|                | ▼                                   |
| FlexCampus     | <input checked="" type="checkbox"/> |
| FlexFabric     | <input type="checkbox"/>            |
| FlexBranch     | <input type="checkbox"/>            |
| FlexManagement | <input type="checkbox"/>            |

### HP 12900 Switch Series

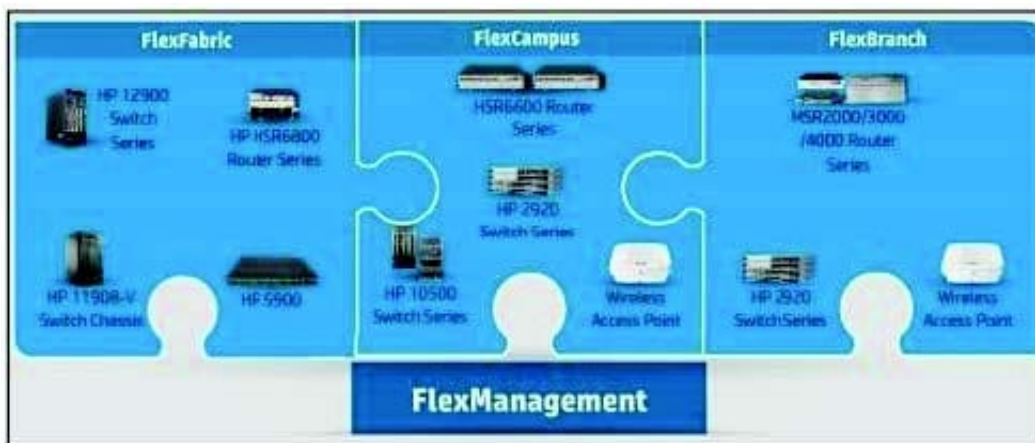
|                |                                     |
|----------------|-------------------------------------|
|                | ▼                                   |
| FlexCampus     | <input type="checkbox"/>            |
| FlexFabric     | <input checked="" type="checkbox"/> |
| FlexBranch     | <input type="checkbox"/>            |
| FlexManagement | <input type="checkbox"/>            |

### HP Intelligent Management Center (IMC)

|                |                                     |
|----------------|-------------------------------------|
|                | ▼                                   |
| FlexCampus     | <input type="checkbox"/>            |
| FlexFabric     | <input type="checkbox"/>            |
| FlexBranch     | <input type="checkbox"/>            |
| FlexManagement | <input checked="" type="checkbox"/> |

### MSR 2000 Router Series

|                |                                     |
|----------------|-------------------------------------|
|                | ▼                                   |
| FlexCampus     | <input type="checkbox"/>            |
| FlexFabric     | <input type="checkbox"/>            |
| FlexBranch     | <input checked="" type="checkbox"/> |
| FlexManagement | <input type="checkbox"/>            |



#### QUESTION 4

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)

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#### QUESTION 5

Which benefit does HP 3PAR Thin Provisioning technologies provide?

- A. A highly efficient backup and restore solution that uses federated deduplication
- B. A high-speed network that uses a simple, flat topology
- C. A single-pane-of-glass management solution for provisioning networks, storage, and servers
- D. A lower cost storage solution that uses as few as half the disks

Correct Answer: D

Reference: <http://www8.hp.com/us/en/products/storage-software/product-detail.html? oid=5044622#!tab=features> (first bullet on the page)

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