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**QUESTION 1**

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 2

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 customer's 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%20AA4-0118ENW.pdf> (page 17)

QUESTION 3

A customer is considering whether moving toward the cloud makes sense for their business. How does the HP Cloud



Optimizer help the customer meet their IT initiatives?

- A. It automatically aligns the physical network with the needs of connected virtual machines (VMs).
- B. It flattens the cloud networking environment so that it better supports mobile data.
- C. It manages the support relationship with the cloud service provider
- D. It simplifies moving applications and data between a private data center and the cloud.

Correct Answer: D

CloudOpt enables easier onboarding and migration to the cloud by accelerating data movement and application access. (Study guide p.35)

QUESTION 4

A company has implemented a Converged Infrastructure and needs a solution that can manage server, storage, networking, and data center. Which management solution will allow the company to manage their entire Converged Infrastructure?

- A. HP Insight Management
- B. HP OneView
- C. HP IMC Smart Connect Virtual Appliance Edition
- D. HP Matrix OE

Correct Answer: B

Reference: <http://www.1cloudroad.com/hp-oneview-managing-the-converged-infrastructure- data-center/>

QUESTION 5

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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