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QUESTION 1

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 2

Match each characteristic to the correct sales engagement type.

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Hot Area:

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QUESTION 3

Which type of HP servers save space and pool power, cooling, and management resources? (Select two.)

- A. Mounted
- B. Tower
- C. Blade
- D. Cartridge
- E. Rack

Correct Answer: CD

Moonshot server cartridges are ideal for dedicated workloads, and fit in a system chassis providing shared power, cooling, and management resources for the server cartridges. (Study guide p.15)

Blade servers are ideal for data centers and for use with external storage, and offer maximum computing power in space, power, and cooling saving designs.

The ProLiant BL family is a community of servers where functionality that is dedicated and specialized is separate and everything that is common is shared. (Study guide p.14)

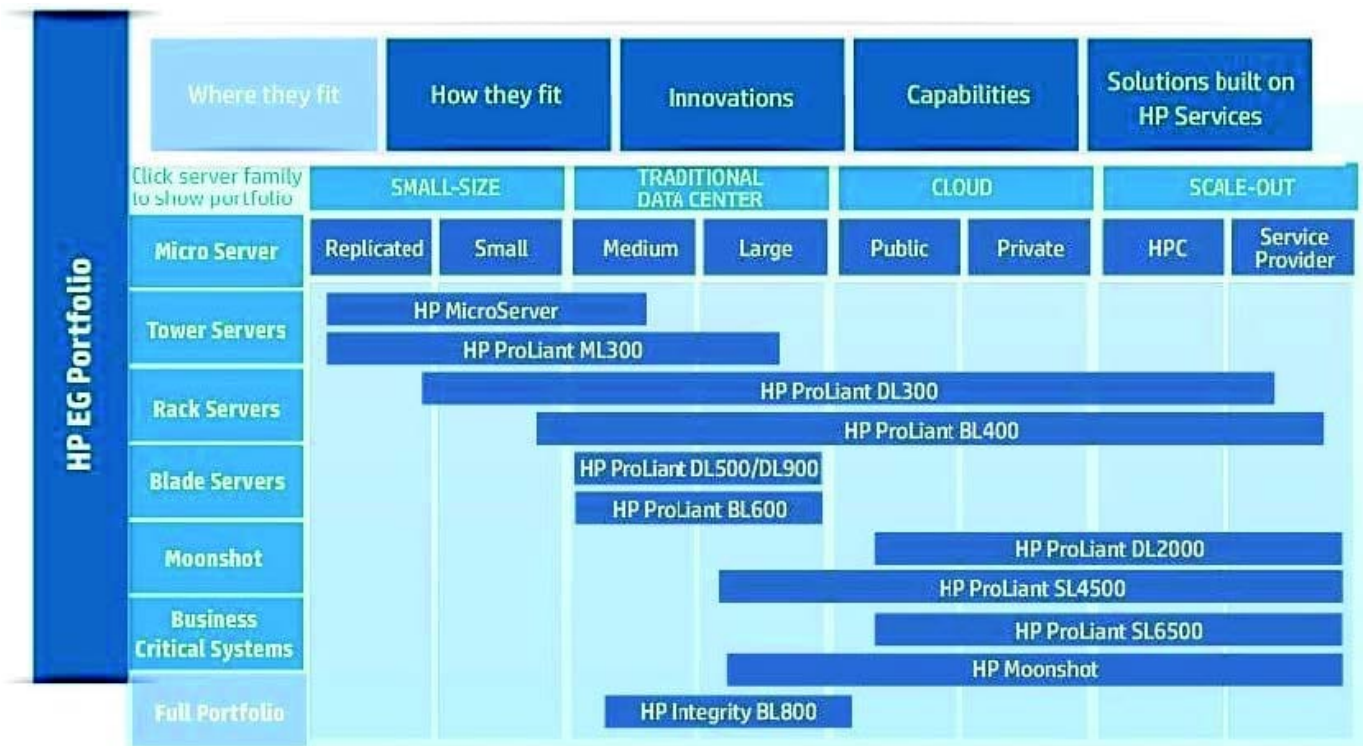
QUESTION 4

A small business owner is looking for a basic storage solution. What other non-storage product should you offer as a cross-sell?



- A. HP MicroServer
- B. HP Moonshot 1500 Chassis
- C. HP 3PAR system
- D. HP FlexFabric 59X0 Series switch

Correct Answer: A



QUESTION 5

Which HP technologies enable a company to flatten its campus network infrastructure and implement a two-tier architecture?

- A. HP Intelligent Resilient Framework (IRF, and higher-density switches)
- B. HP Intelligent Management Center (IMC, and Virtual Connect)
- C. Software-Defined Networking and OpenFlow
- D. Unified wired and wireless access

Correct Answer: A

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-2718ENW.pdf> (page 5, second para)



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