



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

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**QUESTION 1**

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)

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**QUESTION 2**

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)

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**QUESTION 3**

How do HP FlexNetwork solutions reduce total cost of ownership (TCO)? (Select two.)

- A. They meet customer's needs with fewer devices and ports.
- B. They host virtual machines (VMs) with pooled compute, storage, and solutions.
- C. They reduce maintenance and ongoing administrative costs.
- D. They help administrators easily add topology tiers to meet modern data center needs. They segment management



teams across silos.

Correct Answer: AC

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-6037ENW.pdf>

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#### QUESTION 4

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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#### QUESTION 5

You are considering whether HP MSA 2040 Storage meets a customer's needs. What are the benefits and consideration of this solution?

- A. It is a good mid-sized storage array, but requires a blade infrastructure.
- B. It is easy to implement and manage, but does not scale as well as other HP solutions.
- C. It provides a tier 1 storage solution, but the company might eventually outgrow it.
- D. It is very affordable, but its performance depends on the hardware of the server on which it is installed.

Correct Answer: B

HP MSA 2040 (Study guide p.41) Very affordable entry level Storage Area Network Flexible support for interfaces (FC/iSCSI/SAS) Lower scale capacity than other HP solutions Easy to implement and manage

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#### QUESTION 6

What is one way that the implementation of HP Converged Infrastructure will benefit a company's data center?

- A. It allows the IT staff to upgrade the infrastructure devices, server software, and SAN without any downtime
- B. It delivers speed and agility so uptime targets are met and Service Level Agreements (SLAs) are maintained
- C. It provides thick provisioning for storage helping businesses to double vital storage volumes



D. It allows companies to compartmentalize servers, SANs, and network infrastructure devices so they can be managed more easily

Correct Answer: B

HP Converged Infrastructure: (Study guide p.22) Simplifying and aligning IT to the speed of the business Fully integrated converged systems and accelerating the deployment of all our customers\\' top initiatives in virtualization, cloud, collaboration, and Big Data Deliver speed and agility Ensure uptime targets are met and SLAs maintained Lower costs and risks Allow IT staff time for innovation

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#### QUESTION 7

What value does the HP ProLiant 3D Sea of Sensors technology provide?

- A. Visibility into and control over energy usage to decrease power and cooling costs
- B. Continuous monitoring of users to enable early detection of suspicious activity and security threats
- C. Ability to monitor traffic and process high-priority packets first, improving overall performance
- D. Remote visibility into servers\\' operating systems, which simplifies server management

Correct Answer: A

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-9650ENW.pdf> (page 2)

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#### QUESTION 8

For which customer situation would you recommend HP Intelligent Management Center (IMC. Smart Connect)?

- A. A customer updated their data center to support Virtual Machines (VMs) and needs visibility into how these VMs connect to the network.
- B. A customer wants to allow users to access the wired and wireless network using their own devices.
- C. A customers needs to add a Storage Area Network (SAN) that provides data storage for all the VMs in the data center.
- D. A customer needs to implement a wireless network for employees who have company-issued laptops.

Correct Answer: B

IMC Smart Connect: (Study guide p.17)

Provides a plug-and-play BYOD management solution; single pane-of-glass management virtual appliance, Intelligent Management Center IMC User Access Manager, integrated database and OS , Optional WLAN manager, fully integrated

user access policy speeds installation, easier to use. Reference:

<http://h17007.www1.hp.com/docs/products/4AA4-5108ENW.pdf> (page 1, product overview)

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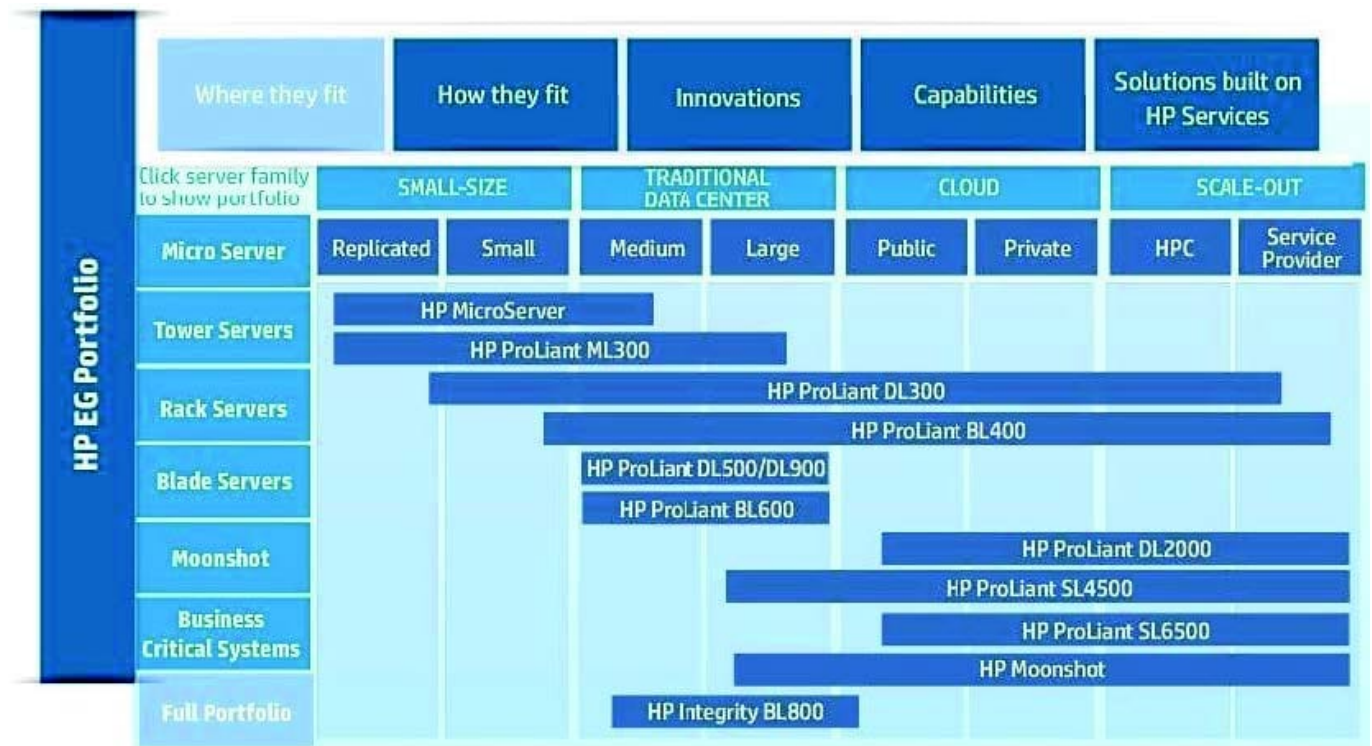


**QUESTION 9**

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 10**

Which benefits differentiate HP servers from competitors' servers? (Select two.)

- A. HP is the only vendor that unifies UNIX and x86 hardware.
- B. HP servers include a Get Virtual Guarantee.
- C. HP servers feature autonomic management and tier 1 capabilities at mid-range prices.
- D. HP servers have a 33% lower Total Cost of Ownership (TCO).
- E. HP servers support open standards, rather than proprietary technologies.



Correct Answer: AD

HP: Key value differentiators				
Servers	Storage	Networks	Technology Services	Converged Systems
<ul style="list-style-type: none"> <li>&gt; Dell: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: 150 design innovations</li> <li>&gt; HP: ROI in 5 months</li> <li>&gt; HP: 65% more performance for same power / space</li> <li>&gt; HP: 66% faster problem resolution</li> <li>&gt; HP: only vendor unifying UNIX and x86</li> <li>&gt; HP: 30 days per year less admin</li> <li>&gt; HP: 33% lower TCO</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 2x VM density</li> <li>&gt; IBM: world no.2</li> <li>&gt; HP: world no.1</li> <li>&gt; HP: Get Thin Guarantee</li> <li>&gt; HP: Autonomic Management</li> <li>&gt; HP: Get Virtual Guarantee</li> <li>&gt; HP: Federated de-duplication</li> <li>&gt; HP: Integrated Blade SAN</li> <li>&gt; HP: innovation leader</li> <li>&gt; HP: unique Tier 1 SMB to Enterprise array</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: world no.2</li> <li>&gt; HP: Pioneering spatial stream MIMO APs</li> <li>&gt; HP: plug-and-play BYOD solution</li> <li>&gt; HP: up to 75% less complex</li> <li>&gt; HP: Manage 6000 different network devices from 220 manufacturers</li> <li>&gt; HP: 2x Scalable Data Center Fabric</li> <li>&gt; HP: VAN deploy in minutes not months</li> <li>&gt; HP: SDN ready infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: assigned technical experts, who own problems end-to-end</li> <li>&gt; HP: Environment-Wide Entitlement (One contract for anything in your environment)</li> <li>&gt; HP: single point of contact for both HP and third party vendors</li> <li>&gt; HP: 24x7x365 system monitoring</li> </ul>	<ul style="list-style-type: none"> <li>&gt; HP: 75% faster provision of apps</li> <li>&gt; HP: Open, not closed</li> <li>&gt; IBM: complex management</li> <li>&gt; IBM: Proprietary vs. Open</li> <li>&gt; Oracle: most closed system</li> <li>&gt; IBM: too many layers</li> <li>&gt; Cisco: Network vs. Application-centric</li> <li>&gt; IBM: incomplete and expensive services</li> <li>&gt; HP: decrease downtime from 10 hours to 20 minutes per year</li> <li>&gt; HP: Shift &gt;50% of effort from ops to innovation</li> </ul>

**QUESTION 11**

A company needs a new backup solution that allows the IT staff to back up data from multiple branch offices. There have been only three requests to restore files over the past year, and none of the requests were urgent. The company also needs to comply with regulatory requirements, which stipulate that the data must be stored for seven years. Which solution would you recommend?

- A. HP MSA 2000
- B. HP StoreOnce 4000
- C. HP StoreOnce VSA
- D. HP MSL Tape libraries

Correct Answer: D

<b>HP MSL Tape Libraries</b>	<ul style="list-style-type: none"> <li>• Store up to 300 TB of capacity at up to 5.76 TB/hr</li> <li>• Ability to automate multi-tape backups</li> <li>• Long-term, low cost, off-line storage</li> <li>• Reliable, secure and durable long-term retention</li> </ul>	<ul style="list-style-type: none"> <li>• Not good for fast file access / restores</li> <li>• Remote Office / Branch Office</li> <li>• Environments requiring set and forget data protection</li> </ul>
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**QUESTION 12**

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?

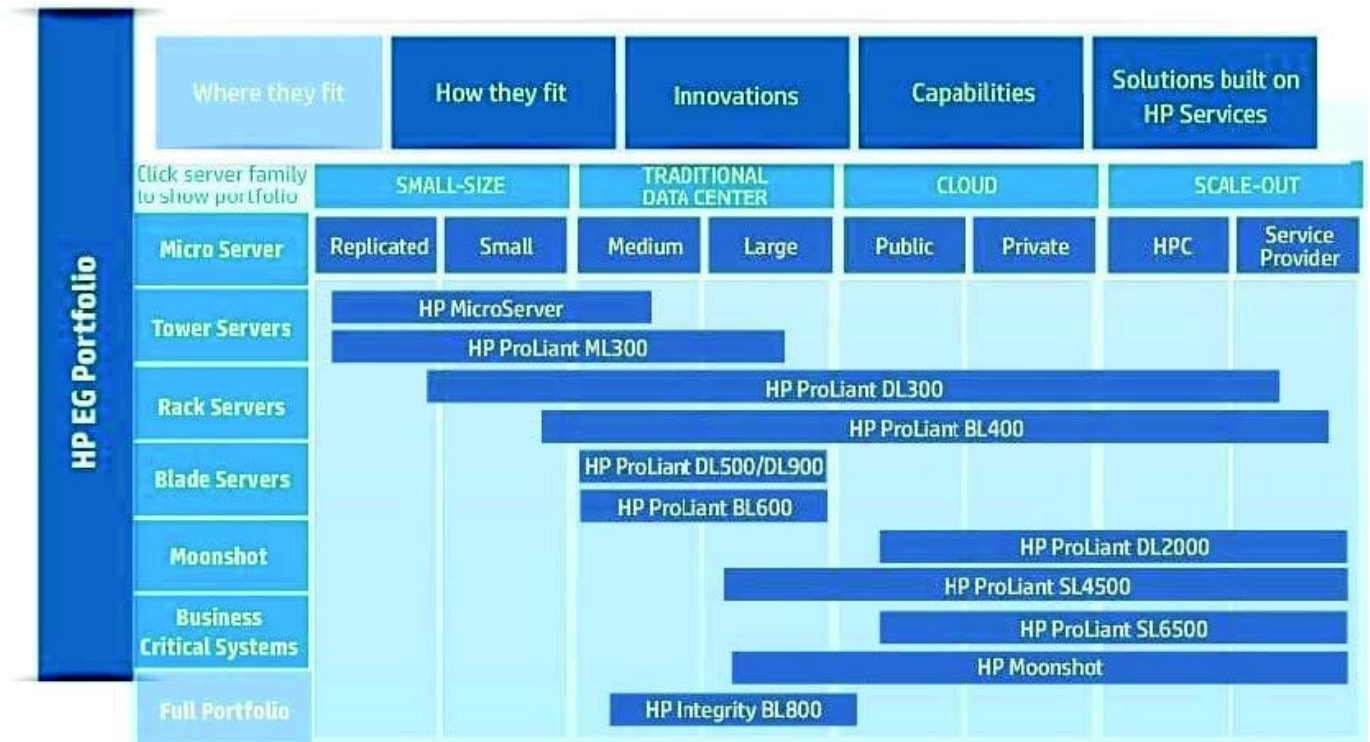
- A. HP Foundation Care Plus with consolidated support options
- B. HP Collaborative Support
- C. HP Foundation Care
- D. HP Proactive Care Plus with personalized support options

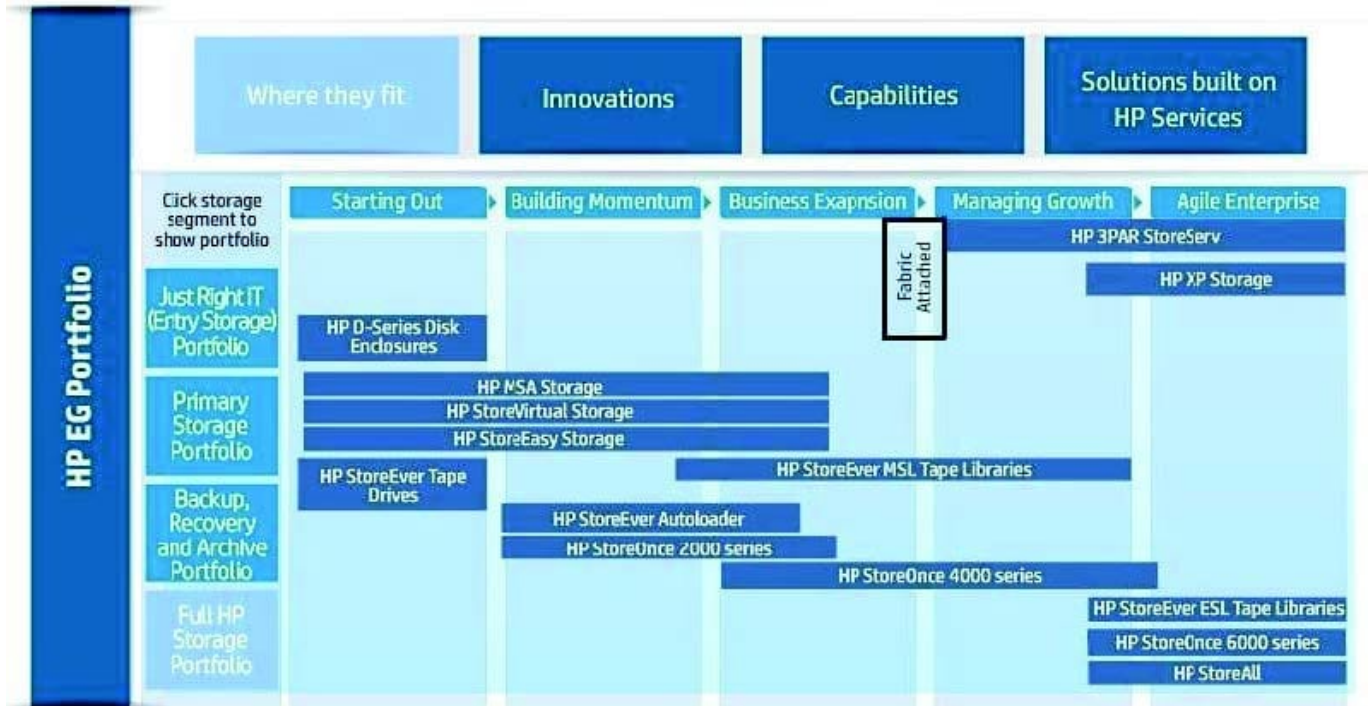
Correct Answer: D

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 13**





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)

#### QUESTION 14

A customer states that their IT administrators spend a lot of time installing operating systems on servers and bringing systems online. The customer wants to reduce downtime and maintenance. Which HP server feature should you explain to this customer?

- A. HP ProLiant 3D Sea of Sensors technology
- B. Integrated Lifecycle Automation
- C. Automated Energy Optimization
- D. Gen8 Embedded SmartStart

Correct Answer: B

Integrated Lifecycle Automation (Study guide p.25) Gets systems online three times faster Troubleshoots five times





faster with more context and accuracy Deploys three times faster with 93 percent less downtime during online updates

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#### QUESTION 15

What differentiates HP Technology Services from its competitors' services?

- A. Expedited problem resolution for mission-critical devices, improving response times by 15%
- B. Health check scans to determine the state of devices
- C. Assigned technical experts, who are responsible for problems until they are completely resolved
- D. multiple contracts and points of contact that cover all the company's resources

Correct Answer: A

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