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Exam : HP2-E38

**Title : Selling HP Enterprise
Solutions**

Version : DEMO

1.Which type of question should you ask at the end of a customer meeting to establish next steps and seek the customer's agreement on their actions?

- A.Confirmation
- B.Conclusive
- C.New Information
- D.Commitment

Answer: D

2.Which statement correctly describes the results that customers can achieve with HP StorageWorks solutions?

- A.manage 3x more storage and 2x more servers per administrator
- B.manage 2x more storage and 4 x more servers per administrator
- C.manage 4x more storage and 4 x more servers per administrator
- D.manage 2x more storage and 2 x more servers per administrator

Answer: A

3.Which HP Networking product is the HP core switching platform for large data center applications?

- A.6120
- B.A5820
- C.A8800
- D. A12500

Answer: D

4.What is an HP Performance Optimized datacenter (POD)?

- A.an on-demand storage and server environment
- B.a test environment
- C.a full-fledged data center housed in a 40-foot container
- D.a remote monitoring system

Answer: C

5.One of the major trends taking place is the shift to providing IT as a service. What is a major component of this approach?

- A.data compression
- B.scale-out and utility storage
- C.client virtualization
- D.client-server computing

Answer: C

6.What technology allows for consolidation and convergence of storage and server connectivity?

- A.Intelligent Resilient Framework (IRF)
- B.Intelligent Management Center (IMC)
- C.Fibre Channel over Ethernet (FCoE)
- D.Virtual Ethernet Port Aggregation (VEPA)

Answer: C

7.Which characteristics make the HP ProLiant DL980 a strong choice for customers who wish to deploy critical applications on Windows or Linux? (Select two.)

- A.outstanding performance
- B.8U form factor
- C.interconnect capability
- D.hot plug redundant fans and power supplies
- E.mission-critical resiliency

Answer: AE

8.Which statement best describes the HP BladeSystem Matrix?

- A.It provides for extreme scale-out storage solutions that are built for the next generation of massive scale-out and cloud-enabled data centers.
- B.It is a ready-to-provision, all-integrated infrastructure made up of server, network, and storage resources that can be divided up and managed as pools of resources.
- C.It is an enterprise messaging solution that also delivers energy and footprint savings.
- D.It is a shared storage and server solution for enterprise data centers that allows for easy conversion to a grid computing approach

Answer: B

9.What are the major trends currently affecting IT? (Select two)

- A.the shift to infrastructure management tools
- B.the move to secure multi-tenant computing
- C.the shift toward decentralized management of IT by non-IT resources
- D.the move to increasing reliance on in-house data centers
- E.the shift to cloud delivery models

Answer: AE

10.As organizations transform to delivering IT as a Service, what elements enable the delivery of Utility and Cloud Computing? (Select three.)

- A.Utility and Cloud storage
- B.mainframe computing
- C.blade servers
- D.rack-mount servers
- E.monolithic SAN storage
- F. server virtualization

Answer: ACF