

考試編碼:HP2-E60

考試名稱:Selling HP Cloud,
Converged Systems and Services

版本: Demo

<http://exam24.net/>

QUESTION NO: 1

What do analysts predict is the future direction of virtualization?

- A. Applications will become load-balanced workloads with full lifecycle management across multiple virtual machines.
- B. Virtual applications will be replaced by self-service applications in the data center.
- C. Virtual machines will move from clusters of physical machines to virtual grid computing with shared computer resources.
- D. Virtual machines will slow in the enterprise, but virtual applications will grow in the cloud.

Answer: A

QUESTION NO: 2

Approximately 50% of IT executives state that security is one of their single largest barriers for cloud adoption.

With which three security resources does an HP hybrid cloud integrate seamlessly, to address these executives' concerns? (Select three.)

- A. Fortify
- B. ArcSight
- C. TippingPoint
- D. OnGuard Online
- E. Insight Remote Support
- F. ProtectTools

Answer: A,B,C

QUESTION NO: 3

Which two benefits can HP CloudSystem Matrix provide to customers? (Select two.)

- A. automatically redistribute resources
- B. provide the ability to assign resources in hours
- C. automatically repair down resources
- D. provide faster time to market

Answer: A,D

Reference: <http://h18004.www1.hp.com/products/servers/docs/4AA3-8517ENW.pdf>

QUESTION NO: 4

The CIO of a communications company plans to use virtualization and cloud technologies to enable the company to scale and adapt quickly to changing business needs. However, the CIO has concerns that moving to the cloud will prevent them from meeting their aggressive targets and keeping pace with their competitors.

How should you respond to the CIO's concerns?

- A. Recommend an upgrade to redundant components to eliminate downtime in the data center.
- B. Advise the CIO to schedule implementation of cloud technologies after they meet their targets.
- C. Explain that rapid innovation in cloud technologies affects all business equally.
- D. Offer HP Education Services to help train IT staff to work in the cloud environment.

Answer: D

QUESTION NO: 5

A customer with a CloudSystem Matrix solution needs a dedicated support resource from HP Which HP Proactive Care Service option should this customer choose?

- A. Enhanced Reactive Support
- B. Priority Support
- C. Premier Response Support
- D. Personalized Support

Answer: D

Reference:

<http://www8.hp.com/ca/en/business-services/itservices.html?compURI=1404705#.UrZ96WQmmZ0>

QUESTION NO: 6

Your customers IT employees are having trouble moving from scripting to an automated provisioning model.

How can HP Technology Services help this customer?

- A. by tailoring the provisioning model so that it offers greater flexibility and support for scripts
- B. by providing training to help them separate apps and services from the underlying physical infrastructure
- C. by creating onsite sessions to educate the staff regarding infrastructure components supported in the cloud

D. by offering customized scripting services that are supported in an automated provisioning model

Answer: C

QUESTION NO: 7

A company's data center has not had a major upgrade in several years. The current management infrastructure satisfies most business requirements, but does not meet some service level agreements (SLAs).

How should you address this sales opportunity?

- A. Invite key executives to join the discussion, in order to influence the decision.
- B. Help the customer identify gaps in the current management infrastructure.
- C. Ask the largest stakeholder to explain the solution to the IT department.
- D. Work with the customer to identify the SLA requirements.

Answer: D

QUESTION NO: 8

How does HP Proactive Care for HP Converged Systems for Virtualization provide proactive problem prevention? (Select two.)

- A. support calls to experts in HP Center of Excellence
- B. phone home capability for quick problem diagnosis
- C. system level firmware releases
- D. reports, analysis, and recommendations
- E. automated 24x7 monitoring and case creation

Answer: B,C

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-8855ENW.pdf>

QUESTION NO: 9

What is the implication for IT as a result of the shift toward cloud computing?

- A. Additional or enhanced risk is put on businesses that are accelerating the usage of cloud delivery services.
- B. IT Services are consumed from internal sources that are managed in a more reliable and costeffective way.
- C. Cloud computing offers greater security, privacy, and portability than traditional IT data centers.

D. Moving to the cloud offers greater simplicity, lower cost, and faster speed to innovation and time-to-market.

Answer: D

QUESTION NO: 10

A customer with a limited IT staff needs a multi-vendor single point of contact for their converged infrastructure.

Which HP support service offering might address this customers need?

- A. Premier Response Service
- B. Proactive Select Service
- C. Strategy Service
- D. Enterprise Priority Service

Answer: D