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## **Q&A**

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**Exam** : **HP2-E62**

**Title** : Selling HP Helion Cloud  
Solutions and Services

**Version** : DEMO

1. HP Cloud Service Automation (CSA) is a component of which solution?

- A. HP Cloud Integration Services
- B. HP Intelligent Management Center (IMC)
- C. HP CloudSystem Foundation
- D. HP CloudSystem Enterprise

**Answer: D**

Explanation:

<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA5-0561ENW.pdf?ver=1.0>

2. A company that must support a variety of mission-critical applications is considering a cloud solution. What is one characteristic that would make this customer a good prospect for an HP Helion solution?

- A. The customer IT department is ready to let developers take over operating the cloud services so that IT can focus on operating the infrastructure.
- B. The customer does not believe that open source solutions work well for enterprise environments and mission-critical services.
- C. The customer has applications with a variety of needs and might need to migrate workloads between public and private cloud environments.
- D. The customer feels confident that a single cloud service provider can meet its needs.

**Answer: B**

3. What are key ways in which the Red Hat OpenStack solution falls short of HP Helion OpenStack?

- A. Red Hat has extensive experience in enterprise clouds but it forces enterprises to use its hardware and support services.
- B. Red Hat forces customers to operate in a hybrid cloud environment unlike the secure private environment that most companies want.
- C. The Red Hat solution locks companies into KVM, and Red Hat has far less experience running an enterprise-scale cloud.
- D. The Red Hat is OpenStack in name only and does not comply with the open source APIs

**Answer: C**

Explanation:

<http://h20195.www2.hp.com/V2/getpdf.aspx/4AA5-6085ENW.pdf>

4. A company is not an HP Converged Infrastructure customer. The customer is very interested in deploying new, cloud-native workloads. Which statement is true about this customer?

- A. The customer is qualified for an HP Helion solution, most likely an HP Helion OpenStack solution.
- B. The customer is not qualified for an HP Helion solution because HP Helion is only targeted to companies who need to move traditional workloads to cloud environments.
- C. The customer is qualified for an HP Helion solution, most likely an HP CloudSystem Foundation solution.
- D. The customer is not qualified for an HP Helion solution because HP Helion is only targeted to companies with HP Converged Infrastructure solutions.

**Answer: D**

Explanation:

<http://www8.hp.com/in/en/business-solutions/solution.html?compURI=1246501>

5. A company is looking for an open source cloud solution for Infrastructure as a Service (IaaS) and has the resources to build the cloud solution itself. However, the company wants support and hardened code. Which HP Helion option fits these needs?

- A. HP Helion OpenStack
- B. Platform, Application, and Analytics (PAA) bundle for HP CloudSystem Enterprise
- C. HP Helion Public Cloud IaaS
- D. HP Helion Developer Platform

**Answer:** B

Explanation: <http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA4-7746ENW.pdf>