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## **Q&A**

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**Exam** : **HP2-T18**

**Title** : **Selling HP ProLiant Server  
Solutions**

**Version** : **Demo**

1.Which HP service allows customers to buy just the targeted services they need, when they need them?

- A. Critical Service
- B. Support Plus 24
- C. Proactive Select
- D. Care Pack Extended Warranty

Answer: C

2.Which type of customers face challenges that are addressed by HP BladeSystems?

- A. startup businesses without dedicated IT staff
- B. new customers implementing their first SAN storage arrays
- C. customers in emerging business markets with new rack servers
- D. enterprise customers looking to postpone migrating their data centers

Answer: C

3.What are the key pillars where HP applies its research and development resources? (Select three.)

- A. advanced training and education
- B. power and cooling efficiency
- C. strong partnerships
- D. new technology development
- E. business production processes
- F. insight into solving customer problems

Answer: B,D,E

4.Which statement regarding ProLiant iVirtualization is true?

- A. VMwareESXi is supported on ProLiant SL G6 series servers.
- B. ParallelsVirtuozzo Containers ship standard on ProLiant server blades.
- C. Applications must be installed onProLiant G6 SD flash memory devices.
- D. Citrix or VMware is installed on a USB key or SD card inside the server.

Answer: D

5.Solid state storage is an emerging technology for disk drives. The latest drive designs meet the capacity, performance, and reliability requirements of a ProLiant server environment. Which ProLiant G6 server series features solid state drives?

- A. ProLiant BL G6 servers
- B. ProLiant DL G6 servers
- C. ProLiant ML G6 servers
- D. ProLiant SL G6 servers

Answer: A

6.Which customer pain points can be relieved through virtualization? (Select two.)

- A. data vulnerability
- B. low system utilization
- C. high IT operational costs
- D. processing power demands

E. resource-intensive applications

Answer: B,D

7.Which HP server blade is designed for SMB customers and small business sites?

- A. ProLiant BL2x220c
- B. ProLiant BL260c
- C. ProLiant BL685c
- D. Integrity BL860c

Answer: B

8.Your financial services customer is concerned about the security of their electronic transactions.

They have asked you to recommend a hardware-based security technology that will enable them to store passwords and encryption keys. What should you recommend for this customer?

- A. aProLiant ML150 G6 with Turbo Boost Technology
- B. aProLiant DL160 G6 with HP SIM and WebIM Agents
- C. aProLiant DL370 G6 with the TPM option
- D. aProLiant BL685c G6 with Flex-10 support

Answer: C

9.HOTSPOT

Your customer is transforming their existing data center because the dynamic nature of their business requires that they respond rapidly to market changes. They want faster deployment and serviceability of their servers. Which HP ProLiant server solution should you propose for this customer?



Answer:



10.The CIO priorities categorized in the exhibit capture an understanding of current business priority

trends. What can you accomplish by focusing on these trends?

## CIO Agenda priorities

Business	Management	Technology
1. Improve business operations & processes	1. Deliver projects that enable business growth	1. Business intelligence applications
2. Control enterprise-wide operating costs	2. Link business & IT strategies	2. Legacy application modernization, upgrade and replacement
3. Expand use of information across the business	3. Improve the quality of IT processes and service delivery	3. Real time infrastructure (virtualization, utility)
4. Attract, retain and grow customer relationships	4. Consolidate and manage a flexible technology infrastructure	4. Service oriented applications & architecture
5. Improve the effectiveness of the enterprise workforce	5. Provide new types of information to the business	5. Document management
6. Deliver faster innovation & time to market	6. Demonstrate the value of IT to the business	6. Collaboration technologies
7. Maintain continuity of business operations and protect critical assets	7. Improve IT governance and use of IT metrics	7. Enterprise applications & workflow management
8. Provide services that support competitive advantage	8. Enhance IT productivity and create new skills in the IT organization	8. Security technologies
9. Satisfy regulation and compliance requirements	9. Apply emerging technologies in IT solutions	9. Networking, voice, data and mobile technologies
10. Support new business capabilities (e.g. new products/services/markets)	10. Increase the use of outsourcing for resources and/or services	10. Linux and Open Source

- A. By becoming familiar with the customer's daily operation process, you can avoid problems when defining IT outcomes.
- B. By learning to measure success in IT statistics, you can pinpoint areas of focus to deliver added value.
- C. By understanding the customer's most desired business outcomes, you can tailor a solution to fit a specific need.
- D. By focusing on the customer's service-level agreements, you can establish expectations regarding ongoing IT projects.

Answer: C

11. Which HP server blade is designed specifically to be the backbone of a virtualization infrastructure?

- A. BL495c G6
- B. BL685c G6
- C. BL860c
- D. BL2x220c G5

Answer: B

12. HOTSPOT

Click the part of the graphic that names the HP portfolio that helps customers gain control of their IT environment by managing their applications.

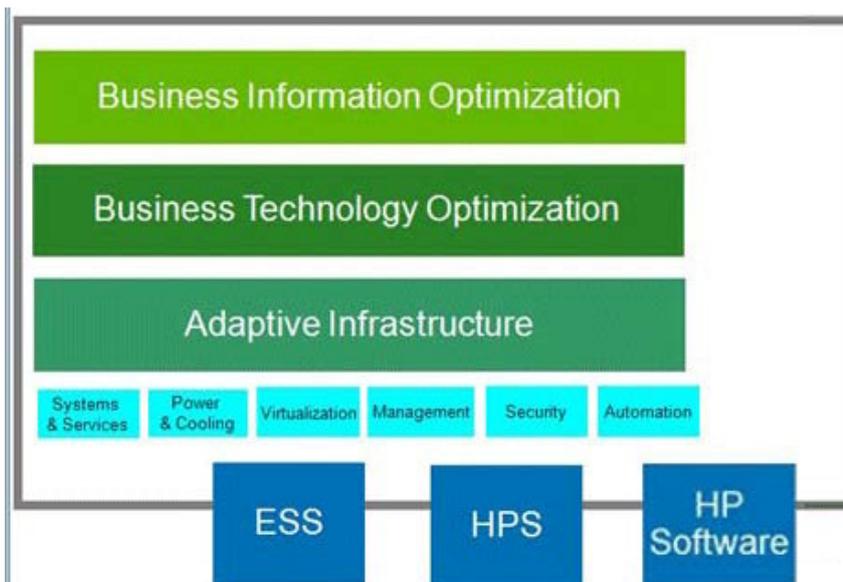


Answer:

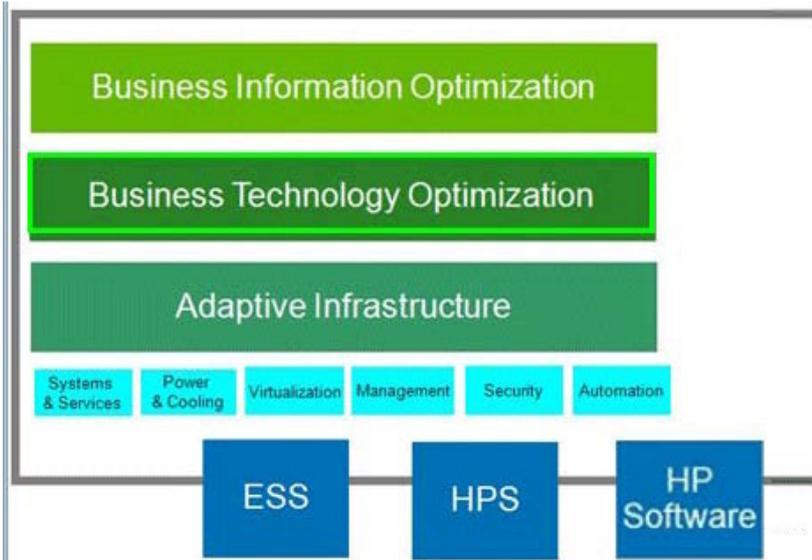


### 13.HOTSPOT

Click the part of the graphic that names the HP portfolio that helps customers centralize and target business intelligence for a competitive advantage.



Answer:



14.DRAG DROP

Match the type of clustering solution with its description.

NOTICE Scroll down to see all available items.

**Cluster type**

local clusters

Place Here

local extended clusters

Place Here

long-distance clusters

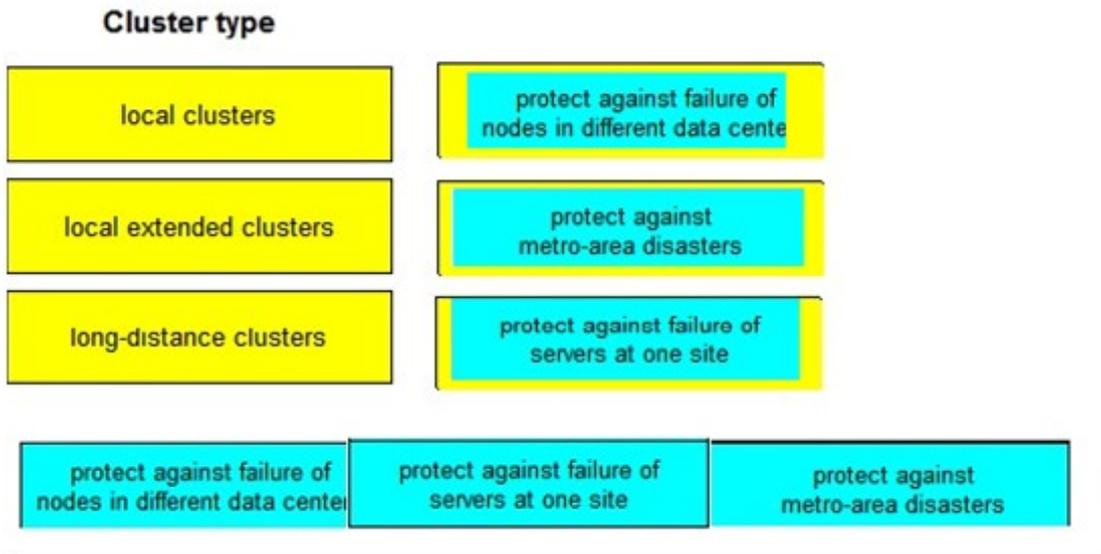
Place Here

protect against failure of nodes in different data centers

protect against failure of servers at one site

protect against metro-area disasters

Answer:



15. Which component of HP Insight Dynamics automates the process of moving drivers, data, applications, and operating systems from a physical machine to a virtual machine?

- A. Virtual Machine Management Pack
- B. Insight Server Migration
- C. Virtual Connect Enterprise Manager
- D. Insight Orchestration

Answer: B

16. Which component of ProLiant ML150 Series G6 servers has self-executing software consisting of drivers that help with server deployment?

- A. Insight Foundation Suite for ProLiant
- B. Insight Management WBEM Providers
- C. Software Smart Components
- D. SmartStart

Answer: C

17. What are the primary business challenges facing companies in today's economy? (Select two.)

- A. cloud computing solution development
- B. increased data generation
- C. service level agreement management
- D. high energy costs
- E. customer-centric revenue growth

Answer: B,D

18. Which business trend puts increasing pressure on the CIO to be measured in terms of overall business outcomes?

- A. the paradigm shift to an emphasis on the quantity of the content
- B. an understanding of how the world economic climate affects the CIO's role
- C. the view that IT powers the business

D. a focus on measurable business results

Answer: C

### 19.HOTSPOT

You are proposing a solution for a customer who wants to maximize the amount of features that they can pack into the limited space in their data center. They intend to run Microsoft clusters with a SAN environment, but have only three-phase power to the facility. Which ProLiant solution should you propose for this customer?



Answer:



20.Which HP technology simplifies setup, health monitoring, power and thermal control, and remote administration of ProLiant ML, DL, and BL servers?

- A. Dynamic Power Capping
- B. ProLiant Onboard Administrator
- C. Virtual Control
- D. Thermal Logic

Answer: B