

QUESTIONS & ANSWERS

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Selling HP Enterprise Solutions

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Answer: D

QUESTION: 50

In a multiple hardwired and hierarchical network, how many days would it typically take to turn off a network port?

- A. 1
- B. 2
- C. 3
- D. 4

Answer: C

QUESTION: 51

When identifying the customer's pain points and assessing storage opportunities, what is the most important question to ask?

- A. How many resources will you have at the implementation stage?
- B. What is driving the project?
- C. Which type of storage do you want to purchase?
- D. When do you want to place the order?

Answer: B

QUESTION: 52

What is HP Flex Fabric?

- A. It is a virtualized, high-performance, low-latency network that consolidates ethernet and storage networks onto a single fabric.
- B. It is an intelligent energy management system.
- C. It is a wire-once, dynamic assembled always predictable virtual resource pool.
- D. It enables customers to ensure cost-effective disaster recovery.

Answer: A

QUESTION: 53

Which HP Networking solution delivers a next generation, highly scalable, data center fabric architecture?

- A. Virtual Network
- B. Flex Fabric

- C. Flex Network
- D. Flex Connect

Answer: B

QUESTION: 54

Traditionally IT departments have spent which percentage of their budget on operations and which percentage on innovation?

- A. 60% operations and 40% innovation
- B. 50% operations and 50% innovation
- C. 70% operations and 30% innovation
- D. 40% operations and 60% innovation

Answer: C

QUESTION: 55

Which key challenge has led to the need for frequent network configuration changes?

- A. the proliferation of virtual machines
- B. the increase in user community
- C. new equipment purchases
- D. the introduction of software management tools

Answer: A

QUESTION: 56

The top score on the SCOTSMAN qualification checklist is 40. Why is qualification such an important aspect of selling?

- A. It enables you to predict with greater accuracy those deals that are likely to close within the stated timeframe.
- B. It allows you to question the customer in a structured and consistent way to establish their buying criteria.
- C. It provides a clear understanding of the technical requirements.
- D. It enables you to calculate how much time to allocate to each buying influence in the customer organization.

Answer: A

QUESTION: 57

Which statement best describes the SAN virtualisation platform (SVSP) from HP?

- A. It is a platform to increase asset utilization by over 500%
- B. It streamlines data center processes to drive significant efficiencies
- C. It pools heterogeneous storage into non-virtualized pools
- D. It is a network based storage virtualization solution which improves efficiency, simplifies operation and lowers the total cost of ownership

Answer: D

QUESTION: 58

How will a customer benefit from a "thermal assessment service" for Blades?

- A. It will provide an analysis that can be used to reduce air conditioning costs within the customers data center
- B. It will provide a report to help customers utilize and manage energy in terms of capacity and costs
- C. It will provide an in-depth analysis of networking costs in order to take decisions to reduce overall networking costs
- D. It will provide a capacity planning assessment which can be used to build a business case for expansion of the data center

Answer: B

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