

QUESTIONS & ANSWERS

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Selling HP Cloud Converged Systems and Services

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QUESTION: 42

A customer's business started with a small-scale, tactical deployment of a public cloud to back up and archive business-critical data. Now the business is growing and they have asked your advice regarding how they could take greater advantage of cloud computing. In what two ways should you respond to this customer to advance their use of the cloud? (Select two.)

- A. Advise them to move more strategic and comprehensive deployments, including production workloads, to a cloud environment.
- B. Advise them to move their existing application portfolio to the cloud to facilitate data sovereignty, compliance, and manageability.
- C. Explain that accelerating cloud adoption for new and existing workloads yields faster time to market and new revenue opportunities.
- D. Tell them that the cloud currently supports open third-party solutions and scalable economics to help them scale out their cloud.
- E. Explain that the cloud offers transparency in service delivery and operations based on their specific SLA requirements.

Answer: B, C

QUESTION: 43

What is the easiest way to sell HP consulting services?

- A. Start with Proactive Care Services.
- B. Start with Education and Training Services.
- C. Start with Packaged Consulting Services.
- D. Start with Design and Implementation Services.

Answer: B

QUESTION: 44

A customer is trying to decide which type of cloud service delivery would be the best model for their business. What should you tell this customer to help them make the decision?

- A. A single-tenant private cloud is more secure and avoids the complexity challenge of other cloud service models.
- B. The utility computing model of a multiple-tenant public cloud requires less OpEx, thereby lowering long-term costs.

- C. A hybrid approach enables them to address IT service delivery challenges in the most efficient and cost-effective way.
- D. The resource portability of a federated community cloud combines the best practices of public, private, and hybrid clouds.

Answer: D

QUESTION: 45

What is the key value proposition of HP Proactive Care for HP Converged Systems for Virtualization?

- A. Strategic consulting to create solutions that will grow with the business
- B. Single point of accountability to support entire solution
- C. 24x5 monitoring by onsite HP team
- D. Automated configuration and optimization to ensure high performance

Answer: B

QUESTION: 46

You are engaged in a conversation with a customer about competitive cloud offerings. You need to leverage HP strengths to close the sale with this customer. Which two topics should you address to demonstrate HP leadership in cloud computing? (Select two.)

- A. Larger-capacity resource pools
- B. Fastest-selling cloud solution on the market
- C. Full solution stack
- D. Guaranteed quality of service
- E. Full services portfolio

Answer: C, D

QUESTION: 47

An enterprise has deployed a small-scale cloud environment and is ready to move to a more strategic deployment for their business-critical workloads. They are looking for a model to deliver cloud services in the most flexible and cost-effective manner. What should you recommend?

- A. a hybrid delivery model to provide an optimal mix of availability, security, performance, and cost
- B. a community model to host a heterogeneous production environment and services from multiple service providers
- C. a private model that would enable them to move business-critical data seamlessly
- D. a public model that would enable them to modernize applications without replacing them

Answer: C

QUESTION: 48

Which IT trend promises to reduce both acquisition costs and operation expenditures?

- A. Mobilization
- B. Virtualization
- C. Consolidation
- D. Migration

Answer: B

QUESTION: 49

An enterprise customer's business objectives require that out-of-the-box bursting be supported. Which HP solution meets their requirements?

- A. AppSystem
- B. Converged System for Virtualization
- C. Cloud OS
- D. CloudSystem

Answer: D

Reference:

<http://fh20195.www2.hp.com/v2/fGetPDF.aspx%2F4AA3-6847ENW.pdf>

QUESTION: 50

A customer with an HP CloudSystem needs to specify the requirements for an application infrastructure. To speed deployment, they want to perform the required tasks

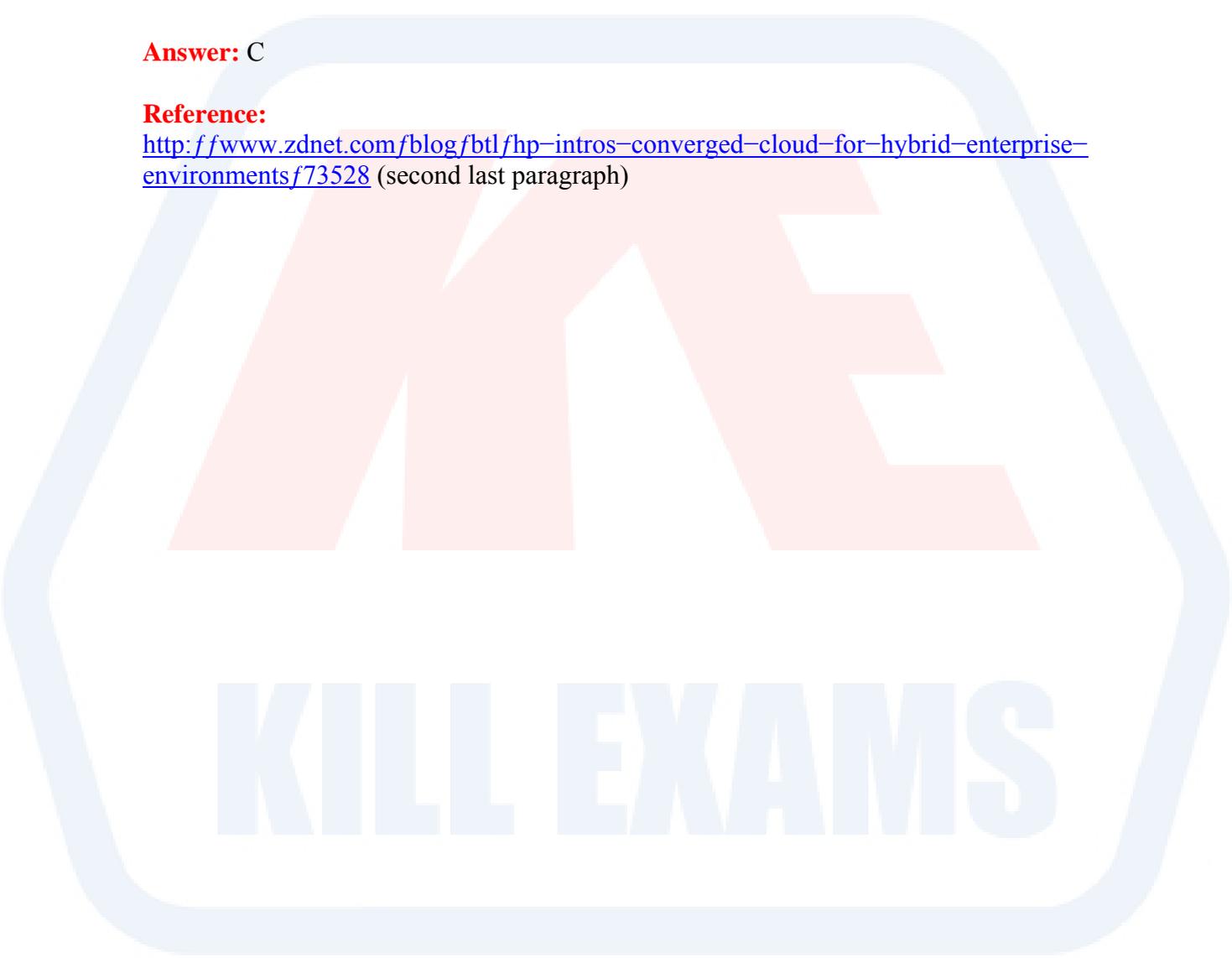
in an automated fashion. How can this customer use Cloud Maps in this situation?

- A. As a workflow diagram to reference when programming infrastructures
- B. To provide software models in the environment
- C. As a pre-packaged template for the new environment
- D. As a service catalog to deploy workflows

Answer: C

Reference:

<http://www.zdnet.com/blog/btl/hp-intros-converged-cloud-for-hybrid-enterprise-environments/73528> (second last paragraph)



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