

QUESTIONS & ANSWERS

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Selling HP ProLiant Server Solutions

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QUESTION: 105

Your customer is considering consolidating the storage in their ProLiant data center. Which key characteristics about HP storage consolidation solutions should you emphasize to this customer? (Select three.)

- A. performance
- B. agility
- C. standard warranty
- D. simplicity
- E. value
- F. reliability

Answer: B, D, F

QUESTION: 106

How do HP BladeSystems help lower TCO throughout the product lifecycle?

- A. Upgrades and replacements can be made without software provisioning tools and by recabling existing connections.
- B. Deployment is accomplished through drag-and-drop, so little upfront planning is required.
- C. The streamlined modular architecture results in fewer service errors.
- D. Adding server blades is more expensive than adding rack-mounted server blades, but long-term maintenance is more economical

Answer: C

QUESTION: 107

Identify the attributes that describe the HP ProLiant DL server line. (Select three.)

- A. fast deployment
- B. redundancy/manageability
- C. expansion
- D. density
- E. versatility
- F. low cost

Answer: B, D, E

QUESTION: 108

You are working with a potential new customer who has heard that IBM Director offers more robust management capabilities than the HP Insight Control Suite for BladeSystem. What should you tell this customer about how these two products compare?

- A. IBM Director can run on ProLiant server blades with a reduced set of management features compared with Insight Control.
- B. IBM Director does not offer the extensive lifecycle control in a unified management environment that Insight Control offers.
- C. IBM Director offers a broad range of server provisioning capabilities, but cannot be used for monitoring as efficiently as the Insight Control Suite.
- D. IBM Director streamlines administrative tasks but is not as easy to install as the Insight Control Suite.

Answer: B

QUESTION: 109

You are proposing an HP BladeSystem solution to a customer who is considering an IBM solution. The customer wants to purchase IBM BladeCenter H server blades because they have a smaller footprint than BladeSystem c-Class blades. How should you respond to this customer?

- A. Explain how the greater density of BladeCenter H blades leads to greater power and cooling issues in the data center.
- B. Explain how some BladeSystem components can be mounted vertically in the rack, saving space.
- C. Explain that the BladeCenter H server blade has fewer memory and mezzanine slots because of its size.
- D. Explain that the technology behind the HP BladeSystem yields greater ROI because the initial investment is smaller.

Answer: D

QUESTION: 110

Match the scaling types with their advantages

Answer:

Advantages	
easier to manage	Scale up
greater redundancy	Scale out
lower acquisition costs	Scale out
more security and control	Scale up

QUESTION: 111

Which HP infrastructure management software enables companies to reduce the cost of common data center tasks by 40%?

- A. Systems Insight Manager
- B. Insight Control
- C. Insight Dynamics
- D. Service Essentials

Answer: C

QUESTION: 112

Match the HP network-attached storage (NAS) solution with the characteristic that defines it.

Answer:

Advantages	
easier to manage	Scale up
greater redundancy	Scale out
lower acquisition costs	Scale out
more security and control	Scale up

QUESTION: 113

Match the BladeSystem storage solution with its description.

Answer:

Description	
provides flexible storage capacity expansion within the enclosure	AiO SB600c
provides an integrated data protection solution for enclosures not connected to a SAN	Ultrium 448c
provides dedicated storage for the adjacent server blade	StorageWorks SB40c

QUESTION: 114

Which public HP website provides reseller information for the HP business channel?

- A. ISS TCS
- B. Partners & Developers
- C. IDE Market Share Data
- D. Passport

Answer: B

QUESTION: 115

Which ActiveAnswers tool enables you to generate a bill of materials and rack diagrams for a potential ProLiant server and storage solution?

- A. BladeSystem Sizer
- B. Support Assistant
- C. Enterprise Configurator
- D. Custom Builder

Answer: C

QUESTION: 116

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



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