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**Exam** : **HP2-E58**

**Title** : **Selling HP Converged  
Infrastructure Solutions**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 For which customer situation would you recommend HP Intelligent Management Center (IMC. Smart Connect?

- A. A customer updated their data center to support Virtual Machines (VMs) and needs visibility into how these VMs connect to the network.
- B. A customer wants to allow users to access the wired and wireless network using their own devices.
- C. A customer's needs to add a Storage Area Network (SAN) that provides data storage for all the VMs in the data center.
- D. A customer needs to implement a wireless network for employees who have company-issued laptops.

**Answer: B**

Explanation:

IMC Smart Connect: (Study guide p.17) Provides a plug-and-play BYOD management solution; single pane-of-glass management virtual appliance, Intelligent Management Center IMC User Access Manager, integrated database and OS, Optional WLAN manager, fully integrated user access policy speeds installation, easier to use. Reference: <http://h17007.www1.hp.com/docs/products/4AA4-5108ENW.pdf> (page 1, product overview)

NO.2 You determine that a potential customer is in the "Expanding Business" phase.

Which value of HP Networking solutions should you emphasize with this customer?

- A. The HP FlexNetwork architecture is built on open standards and provides scalability in functionality, connectivity, and capacity.
- B. The HP Intelligent Management Center (IMC) provides increased visibility for wired and wireless networks, allowing companies to support Bring Your Own Device (BYOD) environments.
- C. The HP Intelligent Resilient Framework (IRF) provides load balancing and high availability, increasing the company's efficiency.
- D. The HP FlexNetwork provides simplified and streamlined deployment and management.

**Answer: A**

Explanation:

Expanding the business (Study guide p.43) HP Networking solutions HP FlexNetwork Architecture Open and standard-based solution Scales on three dimensions-functionality, connectivity, and capacity Agile and secure OPEX savings (simplified and streamlined deployment, management, and training) Software Defined Networks (Openness, agility, and simplicity)

NO.3 A company requires data protection for 70TB of data. The solution should provide fast disaster recovery and require relatively low bandwidth. Which HP storage solution best meets these needs?

- A. HP StoreVirtual VSA
- B. HP MSL Tape Libraries
- C. HP StoreServ 7000
- D. HP StoreOnce 4000

**Answer: C**

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA0-9238ENW.pdf> (p.1) + " Scalable to 76TB

usable depending on model, Low-bandwidth replication for Disaster Recovery (DR)" (Study guide p.17)

NO.4 How does HP Converged Infrastructure transform a traditional IT infrastructure into an optimized and efficient architecture?

- A. It pools servers, storage, networking, and services in a common architecture.
- B. It adds additional layers to the network environment to increase speed and scalability.
- C. It increases separation between manager roles, so managers can better focus on services.
- D. It deploys best-in-industry proprietary protocols across the IT architecture.

**Answer:** A

Explanation:

Establish a common, modern IT architecture that pools servers, storage, networking and services (Study guide p.12)

NO.5 You are identifying a customer's business needs and IT requirements. Which questions will help you segment the customer horizontally? (Select two.)

- A. Is the business part of the private or public sector?
- B. Does the company require a virtualized data center?
- C. Does IT play a vital role in the business?
- D. Where is the company in its technology refresh cycle?
- E. What is the company's specific industry sector?

**Answer:** A,D

NO.6 HOTSPOT

Match each description of a business to the appropriate stage in the Small Business growth path.

The company is forming silos. It needs more reliable servers and storage.

The company is consolidating silos. It needs virtualized storage and networks.

The company uses cost as the main buying criteria.

The company is forming silos. It needs more reliable servers and storage.

Starting Out  
Building Momentum  
Business Expansion

The company is consolidating silos. It needs virtualized storage and networks.

Starting Out  
Building Momentum  
Business Expansion

The company uses cost as the main buying criteria.

Starting Out  
Building Momentum  
Business Expansion

**Answer:**

The company is forming silos. It needs more reliable servers and storage.

Starting Out  
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The company is consolidating silos. It needs virtualized storage and networks.

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The company uses cost as the main buying criteria.

Starting Out  
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NO.7 What is a distinct value of HP storage solutions for customers with a small IT group?

- A. HP deduplication technologies minimize the amount of data that administrators need to manage.
- B. HP embeds energy optimization technologies within all storage systems, saving maintenance costs.
- C. HP can offer converged storage, networking, and server solutions with integrated management.
- D. HP 3PAR thin provisioning technologies automatically deploy data protection across the data center.

**Answer: A**

Explanation:

**HP Storage innovations include:**

- HP Thin Technologies
- HP StoreOnce Deduplication - Federated de-duplication
- Express Connect

HP StoreOnce deduplication designed at HP Labs, features a consistent, high-performance architecture and over 50 patented innovations.

HP StoreOnce uses a single deduplication engine, delivering the first federated deduplication solution in the industry.

HP StoreOnce can be used to deduplicate data on application or backup servers before transferring it to the backup system, without the need to rehydrate that data. This more efficient approach optimizes backup processes, eliminates wasted resources, reduces network bandwidth costs, improves backup throughput and simplifies management.

NO.8 You are considering whether HP MSA 2040 Storage meets a customer's needs. What are the benefits and consideration of this solution?

- A. It is a good mid-sized storage array, but requires a blade infrastructure.
- B. It is easy to implement and manage, but does not scale as well as other HP solutions.
- C. It provides a tier 1 storage solution, but the company might eventually outgrow it.
- D. It is very affordable, but its performance depends on the hardware of the server on which it is installed.

**Answer: B**

Explanation:

HP MSA 2040 (Study guide p.41) Very affordable entry level Storage Area Network Flexible support

for interfaces (FC/iSCSI/SAS) Lower scale capacity than other HP solutions Easy to implement and manage

NO.9 You are looking for the right HP server solution for a customer. Where can you find server positioning information?

- A. HP Just Right Guide or Simply IT Solutions Guide
- B. HP Solutions Builder Program portal
- C. HP Systems Insight Management (SIM) portal
- D. HP Network Design Consulting Guide

**Answer:** A

Explanation:

[http://h17007.www1.hp.com/docs/justrightit/1002614731%20JRIT\\_Solution\\_Guide\\_RD4\\_0823\\_ct.pdf](http://h17007.www1.hp.com/docs/justrightit/1002614731%20JRIT_Solution_Guide_RD4_0823_ct.pdf)

NO.10 A customer needs a campus LAN networking solution that supports traditional desktops and wireless devices. How can you distinguish HP from competing solutions?

- A. Explain that HP does not offer wireless solutions because its networks work with the customer's choice of wireless vendor.
- B. Explain that HP provides simplified network solutions based on open standards that unify management of wired and wireless connectivity.
- C. Explain that HP provides the only end-to-end solution based on proprietary wireless optimization technologies.
- D. Explain that competitors only offer 1- or 2-tier solutions, but HP offers full 3-tier wired and wireless solutions.

**Answer:** B

Reference:<http://h17007.www1.hp.com/us/en/networking/solutions/wlan/index.aspx>