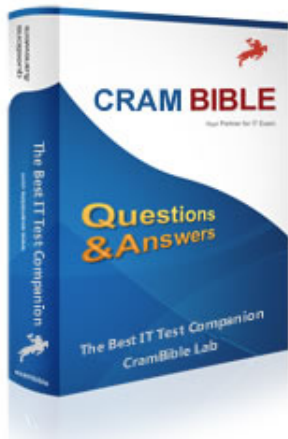


# Easy CramBible Lab



## HP2-E26 Selling HP Enterprise Solutions

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**THE TOTAL NUMBER OF QUESTIONS IS 63****QUESTION NO: 1**

Performing a SWOT analysis will help you understand the customer perspective and positively affect the outcome of the HP solution. Which attributes are examined during a SWOT analysis?

- A. services, workforce, outcomes, and tools
- B. standards, workloads, operations, and technology
- C. strengths, weaknesses, opportunities, and threats
- D. servers, workstations, operating systems, and terminals

**Answer: C**

**QUESTION NO: 2**

What is a revenue-generating initiative that a company might undertake?

- A. supply chain consolidation
- B. new product launch
- C. IT staff outsourcing
- D. virtualization study

**Answer: B**

**QUESTION NO: 3**

Which focus area represents an old business paradigm?

- A. business outcome focus
- B. focus on innovation
- C. focus on shared IT assets across the enterprise
- D. operational focus

**Answer: D**

**QUESTION NO: 4**

Which statement best describes stock market regulations, environmental requirements, and

country policies?

- A. They are major contributors to an economic recession.
- B. They are business drivers that affect the current marketplace.
- C. They are internal factors that customers can monitor and control.
- D. They are primary considerations among systems administrators.

**Answer: B**

#### QUESTION NO: 5

Stage Four of the HP Sales Cycle is the "Develop and propose the solution" stage. What is a key goal of this stage?

- A. define final terms and conditions
- B. confirm customer's budget and commitment
- C. address customer requirements and show immediate ROI
- D. assess the opportunity in terms of workload and performance

**Answer: C**

#### QUESTION NO: 6

Which task should you perform during Stage One of the HP Sales Cycle?

- A. deliver the products and services
- B. create a proposal and present a solution
- C. identify the customer's business challenges and timelines
- D. understand the customer's market and identify the customer's role

**Answer: D**

#### QUESTION NO: 7

What is one of the management priorities of the HP CIO Agenda?

- A. developing best practices around processes and governance
- B. guaranteeing security and business continuity through IT processes
- C. producing enterprise-wide operational improvements and cost reduction
- D. providing accurate information, workforce productivity, and workflow management

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**Answer: A**

**QUESTION NO: 8**

Which statement best describes solution selling?

- A. It meets a customer need by selling individual products with a focus on acquisition price.
- B. It delivers the lowest acquisition cost independent of long-term total cost of ownership.
- C. It focuses on the HP product portfolio, with an emphasis on product specifications, to address a business requirement.
- D. It is the process of identifying a problem and its business impact, then taking steps to solve the problem.

**Answer: D**

**QUESTION NO: 9**

A customer is considering a server consolidation project for business-critical applications. They require high-end performance, advanced high-availability features, and hardware-and software-and software-based virtualization features.

Which HP servers should you recommend to meet this customer's requirements?

- A. HPProLiant ML servers
- B. HP Integrity servers
- C. HPProLiant BL servers
- D. HPProLiant DL servers

**Answer: B**

**QUESTION NO: 10**

Which HP Integrity server feature allows customers to consolidate running different operating systems?

- A. multiple operating system capability
- B. redundant processors
- C. HP Instant Capacity (iCAP)
- D. linear operating system scalability

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**Answer: A**

**QUESTION NO: 11**

To consolidate servers, a customer is interested in purchasing HP Integrity servers running HP-UX and Virtual Server Environment (VSE). However, the sales Line of Business manager does not want to give up their servers because of fears that sharing servers will reduce productivity. Which statement regarding HP virtualization answers this customer's concerns in business terms?

- A. HP virtualization solutions employ clustering technology to ensure that productivity is never compromised.
- B. HP VES is guaranteed to increase system availability by 75%.
- C. HP VSE automated management allocates resources to your workloads such that they are never affected by another department's workloads.
- D. The HP Integrity partitioning continuum provides partitioning options so you can select and combine options that make the most effective use of your resources.

**Answer: C**

**QUESTION NO: 12**

A customer needs to share backup tape libraries, access high-speed drives for large database servers, and share physical storage for cluster configurations. Which type of storage provides the functionality this customer needs for the lowest total cost of ownership?

- A. NAS
- B. SAN
- C. DAS
- D. iSCSI

**Answer: B**

**QUESTION NO: 13**

Which line of HP servers is optimized for dynamic deployment and redeployment in spaceconstrained environments?

- A. BL
- B. DL