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QUESTION & ANSWER

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Exam : **HP2-E51**

Title : Selling HP Cloudsystem and
Converged Infrastructure
Solutions

Version : DEMO

1. According to a research study conducted by IDC, it takes IT organizations more than 20 days to deploy a new application in a traditional environment. How long does deploying a converged infrastructure solution take?

- A. less than 5 days
- B. less than 10 days
- C. less than 15 days
- D. less than 20 days

Answer: A

2. According to Gartner, what percentage of companies will be pursuing Private Cloud Strategies by 2014?

- A. 36%
- B. 56%
- C. 66%
- D. 78%

Answer: D

3. What is a drawback of having a high number of legacy applications in rigid siloes on separate infrastructure islands?

- A. It is difficult for IT to perform system maintenance task with business users.
- B. It is difficult for IT to provide accurate assessments of the server and storage requirements and manage software updates
- C. It is difficult for IT to maintain service level agreements and keep up with the speed of business.
- D. It is difficult for IT to predict resource requirements on a three-year rolling plan.

Answer: B

4. Your customer's IT department has too many applications, too much customization, and too much complexity. What adverse effect is this likely having on the company?

- A. It is difficult for the company to expand operations to other parts of the world.
- B. The company must invest too much of their budget in marketing and sales.
- C. There are too many constraints which affect hiring and training new employees.

D. The customer's IT Department is constraining their company's business agility.

Answer: D

5.HP estimates that companies allocate approximately how much of their total resources to business operations, and how much to business innovation?

A. 30% to operations, 70% to innovation

B. 50% to operations, 50% to innovation

C. 70% to operations, 30% to innovation

D. 90% to operations, 10% to innovation

Answer: A

6.Companies that are just starting to virtualize their IT environments are likely not ready to launch a private cloud. What steps should they take first?

A. Standardization and Consolidation

B. Consolidation and Self-Provisioning

C. Standardization and Optimization

D. Optimization and Automation

Answer: C

7.What is the sales formula for Business Value?

A. Benefit minus Fixed Cost = Value

B. Benefit minus Overhead = Value

C. Benefit minus Investment = Value

D. Overhead minus Cost = Value

Answer: C

8.You have a customer whose company may not be ready for a full HP CloudSystem implementation. What are the recommended strategies for proposing a solution to this type of customer? (Select two.)

A. Propose a CloudSystem solution that can be fully implemented and budgeted today and obtain Sales Management approval for a big discount to encourage the customer.

- B. Explain that the full CloudSystem solution must be implemented simultaneously to reap the full rewards and remain cost-effective, and then schedule a follow-up meeting in six months.
- C. Propose an HP VirtualSystem that can be fully implemented today, so that the customer can gain immediate benefits and transition to cloud later.
- D. Propose that the customer attends a Cloud Discovery Workshop so that HP Services can develop a pragmatic path for a Cloud solution for their company.

Answer: C,D

9.HP CloudSystem Enterprise lets your customers substantially increase organizational agility, enabling them to rapidly respond to changing demands. What is one of the key benefits of this?

- A. They reduce the amount of network bandwidth needed to deploy new services.
- B. They gain the ability to scale and flex capacity in seconds, not hours, days or weeks.
- C. They gain the ability to virtualize existing environments and increase operations and administration efficiency.
- D. They are able to increase storage utilization and reduce the overall administration burden.

Answer: B

10.According to an IDC research report, what is the biggest concern customers have about moving to a cloud infrastructure?

- A. cloud data security
- B. vendor lock-in
- C. performance and availability
- D. integration

Answer: A