

**Exam** : **HP2-E36**

**Title** : Selling HP Virtualization  
Solutions

**Version** : Demo

1. What is a key concept in the HP Converged Infrastructure?

- A. consolidating all direct-attached storage into one enterprise-class SAN
- B. distributing all computer resources to the point of application usage
- C. bringing the technology silos together into pools of virtualized assets that are shared by many applications and services
- D. utilizing HP Asset Manager to track and manage changes

**Answer: C**

2. The "wire once" approach of an HP Converged Infrastructure describes which key element.?

- A. Fabric Grid
- B. Network Fast Track
- C. Network Optimization
- D. Flex Fabric

**Answer: D**

3. Poor utilization and sprawl are preventing IT organizations from achieving which important objective?

- A. increasing green IT initiatives
- B. reducing the percentage of Direct Attach Storage (DAS)
- C. increasing the amount of time on innovation
- D. achieving regulatory compliance

**Answer: C**

4. Which tool enables Sales and Pre-Sales professionals to have a broad discussion with customers about the current and future states of their IT infrastructure?

- A. Adaptive Infrastructure Maturity Model (AI MM)
- B. Converged Infrastructure Maturity Model Express (CI MM Express)
- C. HP StorageWorks Size
- D. Alinean ROI Analyst

**Answer: B**

5. What are two open and flexible features of BladeSystem Matrix? (Select two.)

- A. choice of operating system and hypervisors
- B. integrated security features
- C. operation with standard networks and SANs
- D. selected Blade enclosures
- E. proprietary network standards

**Answer: A,B**

6. Which question focuses a customer most directly on the topic of converged infrastructure?

- A. How long does it take to provision and launch new services?
- B. Have you considered a pay-as-you-go IT model?
- C. How do you manage who has access to your systems?
- D. What measures do you have in place to protect your infrastructure from viruses and security breaches?

**Answer: A**

7. Your analysis of a customer environment indicates both legacy architecture and inflexible stacks of IT. Which technology solution would improve their situation?

- A. converged infrastructure
- B. data deduplication
- C. backup and archival
- D. mainframe migration

**Answer: A**

8. One of your customers has stated that they traditionally have difficulty allocating needed resources to some key applications. You are also aware that they have issues with the over-provisioning of storage. Which component of the HP Converged Infrastructure should you discuss with them?

- A. Matrix Operating Environment
- B. Virtual Resource Pools
- C. Data Center Smart Grid
- D. Client Virtualization

**Answer: B**

9. What are two HP Converged Infrastructure Consulting Services? (Select two.)

- A. Proof of Concept
- B. Legacy Application Transformation
- C. Open SAN Implementation Service
- D. Architectural Transformation
- E. Visioning Workshop

**Answer: A,E**

10. IT sprawl has been identified as a major problem. What percentage of IT budgets has been traditionally spent on maintenance and operations?

- A. 50%
- B. 60%
- C. 70%
- D. 85%

**Answer: C**

11. With HP Converged Infrastructure and a self-service portal, customers can accomplish which objective?

- A. reduce time to resolution on customer service calls
- B. deploy new services quickly
- C. increase sales coverage
- D. improve brand recognition

**Answer: B**

12. The Sales Meeting Planner document described as “SMART” is first of which characteristics?

- A. Specific, Measurable, Accessible, Ready, Timebound
- B. Strategic, Measurable, Accessible, Realistic, Timebound
- C. Specific, Measurable, Agreed, Realistic, Timebound
- D. Specific, Measurable, Agreed, Referral, Targeted

**Answer: C**

13. Why should you ask your customer a Commitment question near the conclusion of a sales meeting?

- A. to avoid discussion around value propositions
- B. to use the opportunity as a trial close
- C. to ensure the customer is interested in your services
- D. to gather further information on the customer challenges

**Answer: B**

14. Given the turbulence in the economy over the past two years, what is most likely to happen with the IT decision-making process?

- A. More decisions will be made at the departmental level.
- B. More decisions will be made by Finance directors and CFOs.
- C. Most major decisions will be made within the IT department.
- D. Budgets will free up at the first sign of economic recovery.

**Answer: B**

15. What is the most important element of a Compelling Business Reason (CBR)?

- A. It is from the customer's point of view.
- B. It is concise.
- C. It highlights technical features.
- D. It has financial targets.

**Answer: A**

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