

100% Money Back **Guarantee**

Vendor: HP

Exam Code: HP2-T31

Exam Name: Selling HP Enterprise Server Solutions and Services

Version: Demo

QUESTION 1

Which CloudSystem service includes usage metering?

- A. Expansion Kit Service
- B. Enablement Service
- C. Starter Kit Service
- D. Installation Service

Correct Answer: B

Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-8184ENW.pdf> (page 2, see the table, service deployment, second bullet)

QUESTION 2

What is a key characteristic of the HP ProLiant e-Series server?

- A. Flexible networking options
- B. Low-power CPU
- C. Intelligent power discovery
- D. Right-sized I/O bandwidth

Correct Answer: D

Explanation

Explanation/Reference:

Reference: <http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%204AA4-0118ENW.pdf> (page 8, see figure 1)

QUESTION 3

What value does Insight Online, part of HP's Proactive Insight Experience, provide to customers with HP ProLiant servers?

- A. Automation of routine operational tasks
- B. Access to IT infrastructure anytime, anywhere via a personalized dashboard
- C. Less downtime
- D. Faster reactive service

Correct Answer: B

Explanation

Explanation/Reference:

QUESTION 4

Which HP vision statements are reflected in Project Odyssey? (Select two.)

- A. To support emerging cloud and massive-scale environments for high-performance computing
- B. To boost flexibility and availability of x86 systems with Integrity nPars technology to expand the mission-critical experience across UNIX and x86-based architectures
- C. To increase compute density to enable workload provisioning for big data
- D. To accelerate hyperscale workloads by using the lowest-power CPUs across the x86 ecosystem

Correct Answer: AB

Explanation

Explanation/Reference:

QUESTION 5

What does HP OneView use to automate the configuration of network resources?

- A. RESTful API
- B. PuTTY
- C. Network GUI
- D. Templates

Correct Answer: D

Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-8543ENW.pdf>

QUESTION 6

What are three benefits that Virtual Connect provides in the data center? (Select three.)

- A. automatic assignment of server IDs
- B. rapid reassignment of workloads
- C. optimization of system performance
- D. rapid deployment of servers
- E. reduced power distribution
- F. replace servers

Correct Answer: BDF

Explanation

Explanation/Reference:

Reference: <http://www.interop.com/lasvegas/2011/presentations/free/201-william-dicke.pdf> (slide 15)

QUESTION 7

What improvement does Virtual Connect technology offer over traditional switched networks?

- A. It pushes traffic to network switches, optimizing east-west traffic within a Virtual Connect domain.
- B. It increases data traffic to network core switches and back with no added latency within a Virtual Connect domain.
- C. It allows traffic between BladeSystem c7000 enclosures to flow without impacting uplink speed.
- D. It enables workloads on up to 64 servers to communicate directly among Virtual Connect modules without limiting latency.

Correct Answer: A

Explanation

Explanation/Reference:

QUESTION 8

Which three trends represent changes in the way technology is and will be consumed, thereby offering a way for IT to help customers solve business challenges? (Select three.)

- A. Open-source applications
- B. Mobility
- C. Service level agreements (SLAs)
- D. Big data
- E. IT infrastructure libraries (ITIL)
- F. Cloud computing

Correct Answer: ABF

Explanation

Explanation/Reference:

QUESTION 9

What are two ways that HP partners can create business value for customers during uncertain economic times? (Select two.)

- A. Manage and deliver on increasing solution complexity.
- B. Focus on the unique value of proprietary solutions.
- C. Maintain expertise and capacity.
- D. Offer redundant solutions for added reliability.
- E. Address the changing business needs of the future.

Correct Answer: CD

Explanation

Explanation/Reference:

QUESTION 10

Which two benefits does Proactive Insight provide to customers? (Select two.)

- A. workload-targeted cartridges
- B. Smart Update Manager
- C. greater memory addressability
- D. 3D Sea of Sensors
- E. 1GB Ethernet NICs

Correct Answer: DE

Explanation

Explanation/Reference:

QUESTION 11

What is at the core of the HP business strategy for servers and services?

- A. business agility
- B. infrastructure
- C. mobility
- D. software

Correct Answer: B

Explanation

Explanation/Reference:

QUESTION 12

How does the lifecycle delivery aspect of the HP ServiceOne program support increased sales for channel partners and enhance their ability to earn more from the HP services they sell?

- A. by enabling partners to deliver across the useful lifetime of an IT solution
- B. by encompassing the resale of recycled products for an additional revenue stream
- C. by helping customers manage legacy products covered under HP Care Pack Services
- D. by restructuring onsite support services to include existing and newly ordered solutions

Correct Answer: A

Explanation

Explanation/Reference:

QUESTION 13

A geographically dispersed customer is looking for an easy way to automate integration with enterprise monitoring and service desk applications. Which component of Converged Infrastructure management helps this customer manage their large-scale environment?

- A. HP OneView
- B. HP SIM
- C. HPITIL
- D. HP uCMD

Correct Answer: B

Explanation

Explanation/Reference:

Reference: <http://webcache.googleusercontent.com/search?q=cache:ftp://www.hp.com/wwsolutions/misc/hpsim-helpfiles/HPSIMandHPOperationsManager.pdf>

QUESTION 14

Which three deliverables are part of an HP Server Assessment and Design service? (Select three.)

- A. proof of concept
- B. infrastructure analysis and recommendation
- C. backup modernization
- D. readiness assessment report
- E. solution blueprint
- F. architectural roadmap

Correct Answer: DEF

Explanation

Explanation/Reference:

QUESTION 15

Your customer wants to prevent problems in their ProLiant server environment.

Which support service should you recommend?

- A. Insight Online Portal
- B. Proactive Care
- C. Insight Remote Support
- D. ServiceOne

Correct Answer: B

Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-8921ENW.pdf> (page 2)

QUESTION 16

In which two ways can a chief information officer (CIO) address the complexities of a new global initiative? (Select two.)

- A. Rely on proven strategies and practices from past successes.
- B. Modify product designs to map to cross-cultural differences and nuances.
- C. Implement an ecosystem that focuses on all aspects of the customer experience.
- D. Attempt to stabilize the constantly changing needs of the business.
- E. Build agility into company systems and infrastructure.

Correct Answer: CE

Explanation

Explanation/Reference:

NOTE: A very confusing question. Which global initiative?

QUESTION 17

What are two components of a Flat SAN? (Select two.)

- A. HP StoreFabric Fibre Channel switch
- B. HP 3PAR F400
- C. VCFlex-10 module
- D. VC FlexFabric module
- E. VC Fibre Channel module

Correct Answer: BD

Explanation

Explanation/Reference:

Reference: <http://blogs.qlogic.com/Pages/blogView.aspx?blogID=23>

QUESTION 18

The CEO of a fashion design company is concerned with rapidly changing fashion preferences. Operations in their fast-paced retail environment are constrained by a data center that has grown as needed along with the company's growth. These issues affect the way the company monitors and controls inventory.

What is one way the CEO can address these issues?

- A. outsourcing procurement and the supply chain to a third-party provider
- B. streamlining the flow of communication with third-party suppliers
- C. restructuring the order fulfillment processes to increase profitability
- D. updating product designs to match new market trends

Correct Answer: C
Explanation

Explanation/Reference:

QUESTION 19

Which features are included in the Datacenter Care support service? (Select two.)

- A. management of migration
- B. enhanced call handling
- C. data media retention
- D. an assigned account team

Correct Answer: BD
Explanation

Explanation/Reference:
Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-3102ENW.pdf>

QUESTION 20

A customer requires a regular review of their firmware and software as part of their support agreement.

Which support service should the customer choose?

- A. Insight Remote Support
- B. Proactive Care
- C. Insight Online Portal
- D. ServiceOne

Correct Answer: B
Explanation

Explanation/Reference:

QUESTION 21

Which redundant components are included in the Citrix VDI-in-a-Box design strategy to meet high availability requirements?

- A. memory
- B. storage
- C. servers
- D. virtual machines

Correct Answer: B
Explanation

Explanation/Reference:
Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-2774ENW.pdf> (page 7, second bullet)

QUESTION 22

HP Server Assessment and Design services provide an architectural roadmap and a solution blueprint.

Which type of customer is an ideal candidate for these services?

- A. a customer who plans to migrate their hypervisor infrastructure
- B. a customer who has begun migrating their network infrastructure
- C. a customer who is in the process of deploying a new infrastructure
- D. a customer who needs to optimize their network infrastructure

Correct Answer: C
Explanation

Explanation/Reference:

QUESTION 23

Which resource is available to streamline Moonshot deployments?

- A. Solution Builder Program
- B. Discovery Lab
- C. Pathfinder Program
- D. Concierge Support

Correct Answer: C
Explanation

Explanation/Reference:
Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-6076ENW.pdf>

QUESTION 24

The software-defined data center is often considered the next step in the evolution of converged infrastructure and cloud computing.

What is the definition of a software-defined data center?

- A. a federated data center solution integrated with orchestration tools to provide cloud automation
- B. an open-environment data center delivered by automation and agility across the network
- C. a data center built on a programmable network aligned to business applications
- D. a data center where the infrastructure is virtualized and IT is delivered as a service

Correct Answer: D
Explanation

Explanation/Reference:

Reference: <https://blogs.vmware.com/vmware/2012/08/the-software-defined-datacenter-meets-vmworld.html> (second para)

QUESTION 25

A customer has engaged HP to implement a virtualization infrastructure. The migration plan includes a discovery phase to examine the existing environment

What is the typical duration of the discovery phase?

- A. 6-12 weeks
- B. 1-3 months
- C. 4-6 months
- D. 7-12 months

Correct Answer: A
Explanation

Explanation/Reference:

Reference: <http://www.slideshare.net/FrankKroon/ag-group-v18> (slide 15)

QUESTION 26

Which type of consumer is the most profitable, according to research?

- A. educated
- B. budget sensitive
- C. open-sourced
- D. multichannel

Correct Answer: C
Explanation

Explanation/Reference:

QUESTION 27

Your customer needs to ensure that equipment performance in their existing infrastructure environment is maximized.

The customer is in which stage of the sales lifecycle?

- A. Strategy
- B. Operation
- C. Improvement
- D. Implementation

Correct Answer: A
Explanation

Explanation/Reference:

QUESTION 28

What is an advantage of using reference architecture?

- A. It delivers a pre-tested solution with components that are designed to work together.
- B. It designs a solution that IT staff can deploy with no special training.
- C. It significantly reduces the time from purchase to deployment.
- D. It enables customers to buy a pre-configured solution that is easy to install.

Correct Answer: A
Explanation

Explanation/Reference:

QUESTION 29

Which component is optional in the CloudSystem reference configuration?

- A. HP ProLiant server
- B. Matrix Operating Environment
- C. Matrix Implementation Service
- D. HP3PARF400

Correct Answer: D
Explanation

Explanation/Reference:

QUESTION 30

What benefit does the bandwidth partitioning capabilities on Flex-10 adapters offer?

- A. Partitioning provides isolation for greater availability.
- B. Unused bandwidth can be shared across adapters.
- C. Port bandwidth can be exceeded to meet traffic requirements.
- D. FlexNICs can use their maximum allocated bandwidths simultaneously.

Correct Answer: A
Explanation

Explanation/Reference:

Reference: <http://h10032.www1.hp.com/ctg/Manual/c01608922.pdf>

http://h20565.www2.hp.com/portal/site/hpsc/template.BINARYPORTLET/public/kb/docDisplay/resource.process/?javax.portlet.beginCacheTok=com.vignette.cachetoken&javax.portlet.endCacheTok=com.vignette.cachetoken&javax.portlet.rid_ba847bafb2a2d782fcbb0710b053ce01=docDisplayResURL&javax.portlet.rst_ba847bafb2a2d782fcbb0710b053ce01=wsrp-resourceState%3DdocId%253Demr_na-c03154250-1%257CdocLocale%253D&javax.portlet.tpst=ba847bafb2a2d782fcbb0710b053ce01_ws_BI&ac.admitted=1386308007375
(page 11)
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QUESTION 31

Which two benefits do the workload-targeted cartridges in a Moonshot chassis provide? (Select two.)

- A. purpose-built servers
- B. customized application platform
- C. reduced bandwidth through virtualization
- D. fewer controllers for easier management
- E. support for SAN optimized environments

Correct Answer: AD
Explanation

Explanation/Reference:**QUESTION 32**

Which service could you position to a customer who has asked for assistance during the implementation phase of a server upgrade project?

- A. Education Strategy Consulting
- B. ITI Virtualization Service
- C. ITI Management and Automation
- D. Factory Express Integration and Enablement Services

Correct Answer: C
Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-3532ENW.pdf> (page 4)

QUESTION 33

What is developed in a UNIX Migration Assessment?

- A. Platform Build
- B. Migration Blueprint
- C. Tools Automation
- D. Migration Compatibility Test

Correct Answer: B
Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-4653ENW.pdf> (page 2, table 1, th 11 row)

QUESTION 34

Which two factors of growth add risk to a network environment? (Select two.)

- A. adding compute resources
- B. adding complexity to the network
- C. adding virtual machines per hypervisor host
- D. connecting more devices to the network
- E. increasing the adoption of network software

Correct Answer: BD
Explanation

Explanation/Reference:**QUESTION 35**

Why should a customer become familiar with the HP Pathfinder Innovation Ecosystem?

- A. It includes a coalition of silicon and software partners that bring new solutions to the data center
- B. It educates about and advocates for the benefits of cloud computing, to dispel myths and misinformation.
- C. It provides an open-source forum for collaboration in hardware and software design and modification.

D. It serves as a standardization organization to develop best practices for optimized application stacks.

Correct Answer: D

Explanation

Explanation/Reference:

QUESTION 36

How does the HP Reference Architecture approach accelerate a customer's deployment time?

- A. It presents the building blocks for a complete potential solution.
- B. Components are pre-assembled in a reference architecture.
- C. Installation and startup services are included.
- D. The solution arrives racked and stacked.

Correct Answer: B

Explanation

Explanation/Reference:

QUESTION 37

Which two metrics are most important to a chief financial officer (CFO)? (Select two.)

- A. Key Performance Indicator (KPI)
- B. Return on Investment (ROI)
- C. Service Level Agreement (SLA)
- D. Applied Information Economics (AIE)
- E. Total Cost of Ownership (TCO)

Correct Answer: BE

Explanation

Explanation/Reference:

QUESTION 38

For which two types of customers should you recommend HP AppSystem for Apache Hadoop? (Select two.)

- A. those who are upgrading from a CloudSystem to deliver greater computer power
- B. those who are migrating from an x86 Linux platform to an x64 HP-UX platform for greater compatibility
- C. those who need a size-optimized hardware configuration with Windows factory-loaded
- D. those who need an analytics platform to deliver massive scale-out data processing
- E. those who need a turnkey solution that simplifies storing and managing Big Data

Correct Answer: DE

Explanation

Explanation/Reference:

Reference: <http://www8.hp.com/us/en/products/solutions/product-detail.html?oid=5318722#!tab=features>

QUESTION 39

A customer purchased 24 x 7 service via an HP Care Pack Service for their server nearly three years ago. The HP Care Pack Service will expire soon.

What should you do?

- A. Suggest the customer purchase a Post Warranty HP Care Pack Service or convert to HP Contractual Service.
- B. Encourage the customer to optimize their network for faster bandwidth speeds.
- C. Recommend the customer increase their storage capacity for added business value.
- D. Recommend the customer upgrade their server hardware for better performance.

Correct Answer: A

Explanation

Explanation/Reference:

QUESTION 40

An enterprise data center has high I/O throughput and memory footprint requirements. The IT manager has discovered that the servers are underutilizing compute capacity and wasting energy.

The manager plans to move toward scale-out applications and web serving in the data center.

What benefit does Project Moonshot offer this customer?

- A. Controllers for management and network are replaced by a single chip.
- B. Energy-efficient processors balance performance and cost.
- C. Virtualized server cartridges reduce bandwidth requirements.
- D. Platform compatibility within the chassis allows operating system choice.

Correct Answer: B

Explanation

Explanation/Reference:

QUESTION 41

What is a customer benefit of HP OneView compared to other data center management tools?

- A. targeted tools that provide component-specific control
- B. faster configuration that helps lower TCO
- C. API-less integration that helps simplify management
- D. multi-threading code that helps facilitate scalability

Correct Answer: B
Explanation

Explanation/Reference:

QUESTION 42

A customer wants to upgrade their mission-critical x86 infrastructure, but they are concerned about the economic and feasibility risks.

Which HP service includes a gap analysis and ROI evaluation to address this customer's concerns?

- A. Deployment Services
- B. System Analysis
- C. Platform Advisory Workshop
- D. High Availability Clustering

Correct Answer: C
Explanation

Explanation/Reference:

QUESTION 43

Which three steps are included in the HP Client Virtualization program? (Select three.)

- A. assess
- B. integrate
- C. deploy
- D. support
- E. train
- F. design

Correct Answer: ACF
Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6899ENW.pdf> (page 4, see the image)

QUESTION 44

Which HP product is an essential part of the ProLiant Gen8 server experience, and represents an opportunity to feature services early in the sales cycle?

- A. Integrated Lights-Out (iLO)
- B. Systems Insight Manager (SIM)
- C. Insight Control
- D. Insight Online

Correct Answer: B
Explanation

Explanation/Reference:

QUESTION 45

A customer who has two Moonshot systems is looking for low-cost, reactive support. Which type of support service is the best fit for this customer?

- A. Datacenter Care
- B. Proactive Care
- C. Pathfinder Innovation Ecosystem
- D. Foundation Care

Correct Answer: D
Explanation

Explanation/Reference:

Reference: http://h18000.www1.hp.com/products/quickspecs/14527_div/14527_div.pdf (page 6, HP foundation care)

QUESTION 46

What is an outcome of the UNIX Migration Implementation Service?

- A. Database inventory
- B. Detailed plan
- C. Customer orientation
- D. Dependency map

Correct Answer: A
Explanation

Explanation/Reference:

QUESTION 47

What are two main concerns of an enterprise-level CEO? (Select two.)

- A. Reacting quickly to structural shifts in the market
- B. Adopting recent technology advancements
- C. Managing inventory in order to offer product discounts
- D. Prioritizing maximum operational efficiency
- E. Developing new concepts and markets to expand growth

Correct Answer: AD

Explanation

Explanation/Reference:

QUESTION 48

A customer is planning to adopt virtualization in their data center. They want to create an implementation plan using their existing infrastructure.

How can HP Technology Services assist this customer?

- A. by designing an end-to-end strategy that includes implementing and maintaining the infrastructure
- B. by delivering product support through specialists in networking, servers, and storage
- C. by migrating and repurposing their servers to quickly address changing workload requirements
- D. by scheduling automatic updates to ensure optimal performance through the technology lifecycle

Correct Answer: A

Explanation

Explanation/Reference:

QUESTION 49

A customer is experiencing a 40% annual growth rate and needs to update their data center. They need servers that are engineered for performance and expandability

Which ProLiant ML series should you recommend?

- A. ML370
- B. ML310e
- C. ML350p
- D. ML350e

Correct Answer: D

Explanation

Explanation/Reference:

QUESTION 50

Which client virtualization reference architecture has an all-in-one design that does not require external shared storage?

- A. HP CV Gen8 Enterprise RA
- B. HPCVGenSSMBRA
- C. HP CV Built-to-integrate RA
- D. HP VDI Reference Architecture 2.0

Correct Answer: D

Explanation

Explanation/Reference:

Reference: <http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-3070ENW.pdf>

QUESTION 51

Which real-world big data challenge does a typical enterprise customer face?

- A. Cross-referencing data held in operational system databases
- B. Holding data in non-structured files to facilitate processing
- C. Monetizing data at hyper-speed and massive scale
- D. Collecting specific, well-defined, structured pieces of data

Correct Answer: A

Explanation

Explanation/Reference:

QUESTION 52

Which two components are included with cloudsystem Matrix? (Select two.)

- A. Power supply
- B. Proactive Select
- C. Interconnect module
- D. Hypervisor software

Correct Answer: CD

Explanation

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