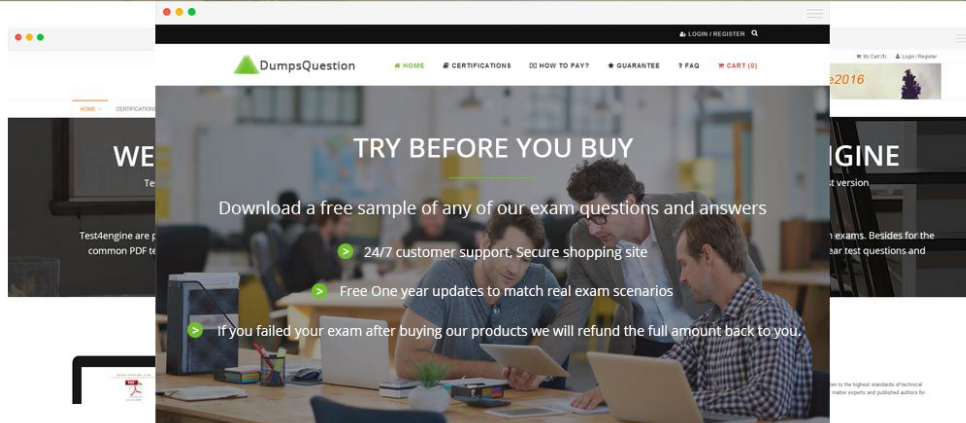


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Exam : **HP2-E60**

Title : Selling HP Cloud,
Converged Systems and
Services

Vendor : HP

Version : DEMO

NO.1 A customer with 100 virtual machines wants to reduce server sprawl and minimize the complexity of the hardware platforms that they use to virtualize their environment.

Why is an HP Converged System 300 for Virtualization a good choice for this customer?

- A. It offers a modular, factory-built system with software-defined storage.
- B. It is designed for a Microsoft Hyper-V virtualization layer and management stack.
- C. It enables them to deploy a density-optimized solution that is scalable and reliable.
- D. It features a high-performance BladeSystem architecture with Virtual Connect and 3PAR.

Answer: A

NO.2 You are working with a customer who seems reluctant to consider moving to the cloud. What are two common and valid fears that this customer might have that HP solutions address? (Select two.)

- A. relatively large investment required for initial entry into a cloud platform
- B. broader and deeper knowledge required to manage SLA contracts with service providers
- C. integration with equipment hosted in other data centers
- D. vendor lock-in and the consequences of not having choice
- E. complexity in deployment and manageability because the customer lacks experience

Answer: C,E

NO.3 A customer with an HP CloudSystem needs to specify the requirements for an application infrastructure. To speed deployment, they want to perform the required tasks in an automated fashion.

How can this customer use Cloud Maps in this situation?

- A. As a workflow diagram to reference when programming infrastructures
- B. To provide software models in the environment
- C. As a pre-packaged template for the new environment
- D. As a service catalog to deploy workflows

Answer: C

Reference:<http://www.zdnet.com/blog/btl/hp-intros-converged-cloud-for-hybrid-enterpriseenvironments/73528>(second last paragraph)

NO.4 A customer currently has separate IT applications that require dedicated management tools. The customer wants to simplify this management and better utilize their existing applications and equipment.

Which action should you recommend to the customer?

- A. Convert their existing applications to cloud services.
- B. Implement a converged infrastructure
- C. Allow employees to use their own devices to access company resources.
- D. Provide mobile management access to the IT department.

Answer: A

NO.5 An enterprise has deployed a small-scale cloud environment and is ready to move to a more strategic deployment for their business-critical workloads. They are looking for a model to deliver cloud services in the most flexible and cost-effective manner.

What should you recommend?

- A. a hybrid delivery model to provide an optimal mix of availability, security, performance, and cost
- B. a community model to host a heterogeneous production environment and services from multiple service providers
- C. a private model that would enable them to move business-critical data seamlessly
- D. a public model that would enable them to modernize applications without replacing them

Answer: C

NO.6 Which technology eliminates vendor lock-in and enables application portability in HP public clouds?

- A. OpenStack
- B. Virtualization
- C. Kernel-based virtual machines
- D. CloudStack

Answer: A

Reference:<http://www.hpcloud.com/why-hp-cloud>

NO.7 How does the HP Converged Cloud delivery model differ from that of the competition?

- A. Common architecture
- B. Homogeneous approach
- C. Single cloud delivery type
- D. Siloed deployment

Answer: A

Reference:<http://h10124.www1.hp.com/campaigns/enterprise/convergedcloud/us/en/4AA4-0797ENW.pdf>(page 2)

NO.8 A customer is trying to decide which type of cloud service delivery would be the best model for their business.

What should you tell this customer to help them make the decision?

- A. A single-tenant private cloud is more secure and avoids the complexity challenge of other cloud service models.
- B. The utility computing model of a multiple-tenant public cloud requires less OpEx, thereby lowering long-term costs.
- C. A hybrid approach enables them to address IT service delivery challenges in the most efficient and cost-effective way.
- D. The resource portability of a federated community cloud combines the best practices of public, private, and hybrid clouds.

Answer: D