



Selling HP Converged Infrastructure Solutions

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QUESTION 1

A company has implemented a Converged Infrastructure and needs a solution that can manage server, storage, networking, and data center. Which management solution will allow the company to manage their entire Converged Infrastructure?

- A. HP Insight Management
- B. HP OneView
- C. HP IMC Smart Connect Virtual Appliance Edition
- D. HP Matrix OE
- Correct Answer: B

Reference: http://www.1cloudroad.com/hp-oneview-managing-the-converged-infrastructure- data-center/

QUESTION 2

Which HP CloudSystem features help businesses manage private, public, and hybrid cloud environments? (Select two.)

- A. Built-in software-defined network (SDN) controller
- B. Complete management of the service lifecycle
- C. A software-defined server platform for social, mobile, cloud, and big data
- D. Support for multi-hypervisor and multi-OS infrastructures
- E. A pre-integrated technology stack, configured for a particular application
- Correct Answer: BD

As part of the HP Converged Cloud portfolio, HP CloudSystem enables enterprises and service providers to build and manage services across private, public and hybrid cloud environments on a simplified, integrated architecture: (Study guide p.12) Intelligent automation; application-to-infrastructure

Complete service lifecycle management from provisioning to monitoring to retirement

Supports multi-hypervisor, multi-OS, and heterogeneous infrastructures

Pre-packaged service design tools HP Cloud Maps

Built on proven and market-leading HP Converged Infrastructure and HP Cloud Service Automation

QUESTION 3

Match each HP product with its typical place in the FlexNetwork Architecture



HP 7500 Switch Series HP 12900 Switch Series HP Intelligent Management Center (IMC) MSR 2000 Router Series		• • •
Hot Area:		
HP 7500 Switch Series		-
		-
	FlexCampus	
	FlexFabric	-
	FlexBranch	
	FlexManageme	Int
HP 12900 Switch Series		
The 12500 Switch Selles		•
	FlexCampus	
	FlexFabric	
	FlexBranch	
	FlexManagem	ent
HP Intelligent Management Center (IMC)		-
	FlexCampus	
	FlexFabric	1
	FlexBranch	1
	FlexManageme	ent
MSR 2000 Router Series		-
	FlexCampus	
	FlexFabric	1
	FlexBranch	1
	FlexManageme	ent

Correct Answer:



HP 7500 Switch Series	
	FlexCampus
	FlexFabric
	FlexBranch
	FlexManagement
HP 12900 Switch Series	-
	FlexCampus
	FlexFabric
	FlexBranch
	FlexManagement
HP Intelligent Management Center (IMC)	-
	FlexCampus
	FlexFabric
	FlexBranch
	FlexManagement
MSR 2000 Router Series	•
	FlexCampus
	FlexFabric
	FlexBranch
	FlexManagement

FlexFa	bric	FlexCampus	FlexBranch
HP 12900 Switzh Series	HP HSR6800 Rouer Series	HSRB600 Rouree Series	MSR2000/3000 (4000 Rouzer Series
HP 11908-V Switch Chansie	HP 5900	HP 2920 Switch Series HP 10500 Switch Series Access Point	HP .920 SwitchSeries Access Paint
		FlexManagement	

QUESTION 4

Match each HP server product or feature with the customer phase for which it brings the most value.



HP Smart Update	•
HP ProLiant Towers	-
HP Insight Control	•
HP Integrated Lights-Out or Insight Lifecycle Onboard (iLO)	+

Hot Area:

HP Smart Update

HP ProLiant Towers

HP Insight Control

Starting out	
Building momentum	
Expanding the busir	ness
Saining efficiency	

517	-
Starting out	
Building momentum	
Expanding the business	
Gaining efficiency	

Starting out	
Building momentum	
Expanding the business	
Gaining efficiency	

Building momentum Expanding the business Gaining efficiency

HP Integrated Lights-Out or Insight Lifecycle Onboard (iLO)	
	Starting out

Correct Answer:



HP Smart Update	
	Starting out
	Building momentum
	Expanding the business
	Gaining efficiency
HP ProLiant Towers	-
	Starting out
	Building momentum
	Expanding the business
	Gaining efficiency
HP Insight Control	
	Starting out
	Building momentum
	Expanding the business
	Gaining efficiency
HP Integrated Lights-Out or Insight Lifecycle Onboard (iLO)	
	Starting out
	Building momentum
	Expanding the business
	Gaining efficiency

Gaining efficiency (Study guide p.42) HP Servers HP Smart Update Automated system maintenance-systematic server updates Deploys updates 3x faster, with 93% less downtime during online updates Starting out (Study guide p.40) HP Servers: HP MicroServer Server performance but at a PC price Space saving-ideal for the small office Reliable and expandable HP ProLiant Tower servers Expandable tower servers are ideal for small to medium-sized businesses Low-risk Designed for fast server implementation Expanding the business (Study guide p.43) HP Servers HP Insight Control Reduces operational expenses and decreases unplanned downtime Single, easy-to-use management console Deploy new servers faster Reduce power consumption Building momentum (Study guide p.41) HP Servers HP ProLiant Rack Servers Reduced costs First in the industry to include 3D array of temperature sensors to help precisely control server fans to direct cooling and reduce unnecessary fan power, saving on cooling costs HP Integrated Lights-Out (iLO) Automated intelligence to maintain complete control Simple server setup Health monitoring Remote administration

QUESTION 5

What is a distinct value of HP storage solutions for customers with a small IT group?

- A. HP deduplication technologies minimize the amount of data that administrators need to manage.
- B. HP embeds energy optimization technologies within all storage systems, saving maintenance costs.
- C. HP can offer converged storage, networking, and server solutions with integrated management.
- D. HP 3PAR thin provisioning technologies automatically deploy data protection across the data center.

Correct Answer: A



HP Storage innovations include:

HP Thin Technologies

HP StoreOnce Deduplication - Federated de-duplication

Exprose outors

HP StoreOnce deduplication designed at HP Labs, features a consistent, high-performance architecture and over 50 patented innovations.

HP StoreOnce uses a single deduplication engine, delivering the first federated deduplication solution in the ndustry.

HP StoreOnce can be used to deduplicate data on application or backup servers before transferring it to the backup system, without the need to rehydrate that data. This more efficient approach optimizes backup processes, eliminates wasted rescurces, reduces network bandwidth costs, improves backup throughput and simplifies management.

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