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HP0-087

HP

Planning and Designing HP Enterprise Solutions

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QUESTION: 1

Which HP sales support tool searches 150 regional price books to ensure financially accurate quotes and uses rules-based configuration checking to ensure that a quoted solution is technically accurate?

- A. NSS Sizing Tool
- B. ESS IT Consolidation Tool
- C. Sales Builder for Windows (SBW)
- D. Consolidated Model Selection Form (CMSF)

Answer: C

QUESTION: 2

When you are quoting a solution for a customer, which HP tool allows you to view your selections and alerts you to potential conflicts between operating systems and hardware?

- A. NSS Sizing Tool
- B. ESS IT Consolidation Tool
- C. Sales Builder for Windows (SBW)
- D. HP Enterprise Configurator

Answer: C

QUESTION: 3

Which HP offering allows customers who want to pay for their usage to negotiate a timeframe for deployment and payment?

- A. HP Managed Capacity
- B. HP Workload Manager (WLM)
- C. HP Software Customer Connection
- D. HP instant Capacity on Demand (iCOD)

Answer: D

QUESTION: 4

Click the Task button. Match the configuration tool with the function it performs.

Match the configuration tool with the function it performs.	
Function performed by configuration tool	Configuration tool
defines information to design storage infrastructures	Storage Area Network (SAN) Design Guide
supports bundles through Config-to-Build enhancements	ESS IT Consolidation Tool
uses financial metrics to justify IT investments	NSS Sizer
details HP best practices regarding planning and upgrading storage infrastructures	Sales Builder for Windows (SBW)

Answer:

Match the configuration tool with the function it performs.	
Function performed by configuration tool	Configuration tool
NSS Sizer	Storage Area Network (SAN) Design Guide
Sales Builder for Windows (SBW)	ESS IT Consolidation Tool
ESS IT Consolidation Tool	NSS Sizer
Storage Area Network (SAN) Design Guide	Sales Builder for Windows (SBW)

QUESTION: 5

Which HP tool helps customers anticipate their server-related expenses by using customer-specific data such as labor rates, power costs, and rack configuration rules to create three-year projections?

- A. Customer-Focused Testing (CFT) teams
- B. Blade TCO Calculator
- C. HP Services Return on Investment (ROI) analysis
- D. ESS IT Consolidation Tool

Answer: B

QUESTION: 6

Which tool should you use to create a server or storage-centric solution that provides a growth path with HP and estimates total cost of ownership?

- A. Sales Builder Worksheet
- B. SAN Design Guide
- C. ESS IT Consolidation Tool
- D. NSS Sizer

Answer: C

QUESTION: 7

After meeting with IT managers at a global service provider, you have recommended a new deployment of HP Itanium servers and HP EVA5000 storage systems. The CIO of this consulting firm has asked you for additional assistance integrating their new resources with business goals, especially as these goals relate to their growing client information database. Which HP service offering will best help them relate their IT infrastructure evolution to business growth?

- A. HP Customer Care
- B. HP Software services
- C. HP Business Systems Evolution Program
- D. Network Storage Services (NSSv)

Answer: D



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