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QUESTION: 1
By up to which percentage can HP BladeSystem Matrix reduce the total cost of ownership?

A. 26%
B. 36%
C. 56%
D. 76%

Answer: D

QUESTION: 2
What is the best way to establish yourself as a trusted advisor to your customers?

A. Deliver products and services that meet customer expectations.
B. Demonstrate working proofs of concepts for each solution.
C. Help the customer devise metrics to measure their performance.
D. Speak strategically to their business challenges.

Answer: D

QUESTION: 3
How does the focus of sales discussions changes as you become a consultative salesperson?

A. The price of products and services becomes more important.
B. Product features become more important.
C. You sell fewer products and more services.
D. You focus on delivering quantifiable business value.

Answer: D

QUESTION: 4
According to IDC estimates, discrete purchasing activities in the area of networking, storage and servers will start combining into a new Converged Infrastructure category. What is the estimated value that this new category will reach by 2012?

A. $20 billion USD
B. $25 billion USD
C. $30 billion USD
D. $35 billion USD

Answer: D

QUESTION: 5
Which problem do companies experience most often as a result of having virtualized systems?

A. workload distribution control
B. decreased hardware performance
C. bottlenecks on virtual machines
D. virtual sprawl

Answer: A, C, D

QUESTION: 6
How does the Converged Infrastructure improve a company's time to revenue?

A. by enabling users to customize their applications according to their business needs
B. by reducing virtual sprawl and connecting users with dedicated physical resources
C. by giving departments access to the widest range of applications from a common application portal
D. by provisioning infrastructure in minutes with automated activation of servers, storage, and networking

Answer: D

QUESTION: 7
Which HP tool can be used in the Converged Infrastructure to provide Disaster Recovery?

A. Insight Dynamics
B. Infrastructure Orchestration
C. NFS Toolkit

D. GlancePlus PAK

Answer: B

QUESTION: 8
What is the role of FlexFabric in the Converged Infrastructure?

A. It monitors virtual resources from one central administrative terminal.
B. It simplifes connections to LANs and SANs, enabling workloads to be moved in minutes.
C. It uses crossbar technology that enables components to be replaced online.
D. It isolates physical resources though network and processor virtualization.

Answer: B

QUESTION: 9
The Converged Infrastructure makes it possible to automatically provision servers with storage and network connections. What is the business value of this capability?

A. greater market share
B. fewer licensing costs
C. greater regulatory compliance
D. Faster time to revenue

Answer: D

QUESTION: 10
How can HP Insight Software deliver tangible results to the business?

A. by allowing remote failover sites to become the primary site
B. by reducing software license charges substantially
C. by lowering the costs of key data center tasks by up to 40%
D. by reducing component acquisition costs by 55%

Answer: C

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