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HP2-E45

HP

Technical Introduction to the HP SMB Portfolio

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QUESTION: 1

Which two IT priorities are typically the most important for SMB customers? (Select two.)

- A. business continuity
- B. cloud services
- C. failover capability
- D. security
- E. redundancy

Answer: B, D

Reference:

[http://www.netstandard.com/top-smb-it-priorities-for-2012-cloud-security-and-mobile-solutions/\(4thand5thparagraph\)](http://www.netstandard.com/top-smb-it-priorities-for-2012-cloud-security-and-mobile-solutions/(4thand5thparagraph))

QUESTION: 2

Which statements did a Gartner study find to be true about SMBs? (Select two.)

- A. The majority of SMB servers are x86 architecture, with single-core or dual-core processor installations.
- B. SMBs tend to run on Linux, HP-UX, and Microsoft operating systems, in nearly equal numbers
- C. Approximately two-thirds of SMBs have external RAID
- D. Storage area network (SAN) penetration for small businesses is about 80%.
- E. On average, small businesses deploy 1 to 4 servers, while medium businesses deploy 19 to 22 servers.

Answer: A, E

QUESTION: 3

What must you determine first in order to select a server platform that meets customer needs?

- A. the number and type of applications the customer is running
- B. how many clients are networked
- C. how many simultaneous users are present and anticipated
- D. which applications are I/O-intensive and which are bandwidth-intensive

Answer: A

QUESTION: 4

HP provides simple, affordable, and reliable ways for SMB customers to build and run their business. What is an example of this strategy?

- A. The HP SMB Servers program provides SMBs with scalable storage, data protection, and disaster recovery solutions that suit a wide range of needs
- B. ProLiant servers make it easy to integrate the heterogeneous environments often found in an SMB environment
- C. ProLiant servers, along with VMware ESX Server 3i capabilities, make it attractive for small businesses to transition to a managed environment
- D. Because SMBs favor standalone solutions. HP positions its hardware, software, networking, and services offerings accordingly

Answer: A

Reference:

<http://www.serverwatch.com/trends/article.php/3937696/HP-ProLiant-Servers-Buyers-Guide.htm>

QUESTION: 5

Which characteristics are typical of lower-tier medium businesses? (Select two.)

- A. prefer appliance-type solutions
- B. have between 10 and 15 servers
- C. have anywhere from zero to five full-time IT staff members
- D. prefer customized bundles of hardware, software, and services
- E. have a high percentage of employees who are Internet- or email-enabled all the time

Answer: D, E

QUESTION: 6

DRAG DROP

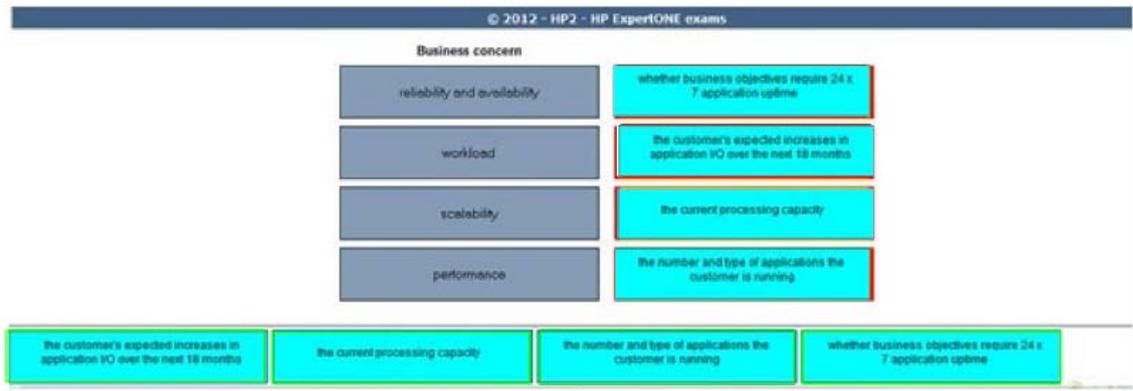
You are gathering information to assess your customer's environment. Match the business concern with the Information required to assess it.

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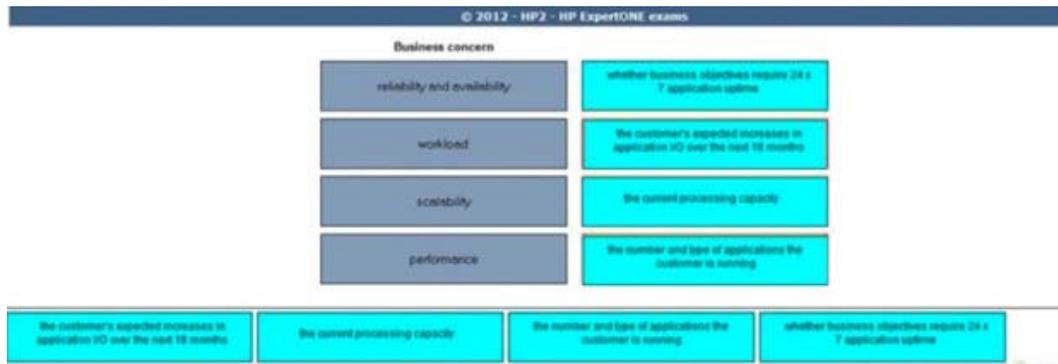
Business concern	
reliability and availability	place here
workload	place here
scalability	place here
performance	place here

the customer's expected increases in application I/O over the next 18 months	the current processing capacity	the number and type of applications the customer is running	whether business objectives require 24 x 7 application uptime
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Answer:



Explanation:



QUESTION: 7

You are analyzing a customer's system in order to determine its hardware availability requirements. Which attributes of the system should you consider? (Select two)

- A. repair response time
- B. the need for multiprocessing
- C. processor speed
- D. length of the average transaction
- E. reliability

Answer: B, D

QUESTION: 8

Which factor is typically the most important for SMBs when considering a technology purchase?

- A. scalability



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