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QUESTION: 1
According to a research study conducted by IDC, it takes IT organizations more than 20 days to deploy a new application in a traditional environment. How long does deploying a converged infrastructure solution take?

A. less than 5 days
B. less than 10 days
C. less than 15 days
D. less than 20 days

Answer: B

QUESTION: 2
According to Gartner, what percentage of companies will be pursuing Private Cloud Strategies by 2014?

A. 36%
B. 56%
C. 66%
D. 76%

Answer: C

QUESTION: 3
What is a drawback of having a high number of legacy applications in rigid siloes on separate infrastructure islands?

A. It is difficult for IT to perform system maintenance task with business users.
B. It is difficult for IT to provide accurate assessments of the server and storage requirements and manage software updates
C. It is difficult for IT to maintain service level agreements and keep up with the speed of business.
D. It is difficult for IT to predict resource requirements on a three-year rolling plan.

Answer: A

QUESTION: 4
Your customer's IT department has too many applications, too much customization, and too much complexity. What adverse effect is this likely having on the company?

A. It is difficult for the company to expand operations to other parts of the world.
B. The company must invest too much of their budget in marketing and sales.
C. There are too many constraints which affect hiring and training new employees.
D. The customer's IT Department is constraining their company's business agility.

Answer: D

QUESTION: 5
HP estimates that companies allocate approximately how much of their total resources to business operations, and how much to business innovation?

A. 30% to operations, 70% to innovation
B. 50% to operations, 50% to innovation
C. 70% to operations, 30% to innovation
D. 90% to operations, 10% to innovation

Answer: B

QUESTION: 6
Companies that are just starting to virtualize their IT environments are likely not ready to launch a private cloud. What steps should they take first?

A. Standardization and Consolidation
B. Consolidation and Self-Provisioning
C. Standardization and Optimization
D. Optimization and Automation

Answer: D

QUESTION: 7
What is the sales formula for Business Value?

A. Benefit minus Fixed Cost = Value
B. Benefit minus Overhead = Value
C. Benefit minus Investment = Value
D. Overhead minus Cost = Value

Answer: A

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