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問題集

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Exam : **HP2-E53**

Title : Selling HP Enterprise Solutions

Version : DEMO

1.Which HP system can be upgraded to a full HP CloudSystem?
A.HP CloudSystem VS1
B.HP DL980
C.HP VirtualSystem MC1
D.HP VirtualSystem VS2
Answer: D

2.According to IDC research, how much does the time to deploy a new service improve in moving from Compartmentalized to Adaptive?
A.from 10 days to 2 days
B.from 20 days to 5 days
C.from 40 days to 10 days
D.from 60 days to 20days
Answer: B

3.According to research by Burson-Marsteller, what is the key approach to resolving the issue that there is a huge gap between the need for business agility and the current agility of businesses?
A.Deploy a Business Intelligence system.
B.Design and build an Enterprise Data Warehouse.
C.Initiate a technology infrastructure transformation.
D.Initiate an information lifecycle management project.
Answer: C

4.Which HP storage solution is used in the HP VirtualSystem VS2?
A.HP P4800 Lefthand
B.HP P6000 EVA
C.HP P8500 XP
D.HPP10000 3PAR
Answer: A

5.Your customer is currently taking approximately 20 days to deploy new applications within their traditional IT environment. You are aware that recent industry research shows that implementing a Converged Infrastructure could significantly reduce deployment times. If your customer used Converged Infrastructure solutions, what could be their new deployment timeframe?
A.5 days
B.8 days
C.12 days
D.17 days
Answer: A

6.According to Gartner, what percentage of enterprises will be pursuing a private cloud strategy by 2014?
A.56%
B.66%
C.76%

D.86%
Answer: C

7.According to the 2011 VMware channel survey, how much was spent on hardware and services for every $1 spent on virtualization software?
A.$8
B.$10
C.$12
D.$14
Answer: D

8.Which statement best describes the HP VirtualSystem?
A.HP VirtualSystem enables IT departments to manage based on perceived activity, where computer processing power is seen as a utility that users can pay for only as needed.
B.HP VirtualSystem enables several operating systems to be run in parallel on a single CPU to reduce overhead costs.
C.HP VirtualSystem optimizes dedicated workloads such as data management, business reporting/analytics, and collaboration.
D.HP VirtualSystem simplifies and extends converged infrastructure into optimized, turnkey solutions that reduce costs for server and desktop virtualization.
Answer: D

9.How do HP VirtualSystems increase deal size?
A.They include high value software components.
B.They move the deal to strategic virtualization solutions and services.
C.They require more processor blades than conventional systems.
D.They require larger storage systems than conventional architectures.
Answer: B

10.Why are customers struggling to manage their IT infrastructures with more than 70% of their resources being trapped in operations, problem resolution, and maintenance activities?
A.Service and Help-Desk calls are consuming an ever-increasing amount of time to resolve by server and storage administrators.
B.Demands from business users are on the increase, leading to a long list of projects that need to be completed.
C.Multi-vendor solutions require increased management time, and IT resources are stretched to the limits.
D.A high degree of legacy and current applications are in rigid siloes on separate infrastructure islands.
Answer: D