

# IT 认证电子书



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**Exam** : **HP2-T32**

**Title** : **Selling HP Enterprise Server  
Solutions and Services**

**Version** : **Demo**

1.Which leading third-party virtualization platforms support HP BladeSystems?

- A. Lismore Software and Guest PC
- B. Stromasys. CHARON, and Microsoft
- C. VMWare, Microsoft, and Red Hat KVM
- D. OKL4, Microvisor, and Guest PC

**Answer: A**

2.Which qualifying question can a sales professional ask a Chief Information Officer (CIO) to validate the opportunity for an HP Helion Hybrid Cloud?

- A. What workloads or applications are you focused on supporting in your cloud deployment?
- B. Are you aware that there have been some serious security breaches when a company moves to a hybrid cloud?
- C. Are you clear about the differences between private, public, and hybrid clouds?
- D. What business risks have you incurred during your virtualization efforts?

**Answer: C**

3.What is the reason that manufacturing sciences and development, and computer-aided engineering, are using the Apollo family of hyperscale computers?

- A. An Apollo system is an ideal first server for SMBs or for general purpose applications.
- B. The Apollo systems can deliver up to four times the performance of standard rack servers, while using less space and energy.
- C. The Apollo systems are high-performance graphics-enabled blade systems for end-user high-energy computing workloads.
- D. The Apollo systems all feature water cooled internal infrastructure.

**Answer: D**

4.Which business outcome for Mid-market and Enterprise customers is achieved by the improved performance, reliability, and overall ease-of-use of HP Compute solutions?

- A. improved partner relationships
- B. improved workforce reduction efforts
- C. improved customer retention and experiences
- D. improved vendor relationships

**Answer: B**

5.Which qualifying question can a sales professional ask a Line of Business Manager (LOB) to validate the opportunity for a specialized workload server solution?

- A. Are you creating new workloads to deploy new context-rich services?
- B. Are you experiencing increased management complexity because of workload sprawl?
- C. How large is the infrastructure environment for workloads?
- D. How do your current workloads contribute to operating cost reductions?

**Answer: A**