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Number: HP2-T31  
Passing Score: 800  
Time Limit: 120 min  
File Version: 16.5

Exam Code: HP2-T31

Exam Name: Selling HP Enterprise Server Solutions and Services



## Exam A

### QUESTION 1

Which CloudSystem service includes usage metering?

- A. Expansion Kit Service
- B. Enablement Service
- C. Starter Kit Service
- D. Installation Service

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA3-8184ENW.pdf>(page 2, see the table, service deployment, second bullet)

### QUESTION 2

What is a key characteristic of the HP ProLiant e-Series server?

- A. Flexible networking options
- B. Low-power CPU
- C. Intelligent power discovery
- D. Right-sized I/O bandwidth

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/justrightit/ProLiant%20Gen8%20Servers%20Positioning%20Guide%204AA4-0118ENW.pdf>(page 8, see figure 1)

### QUESTION 3

What value does Insight Online, part of HP's Proactive Insight Experience, provide to customers with HP ProLiant servers?

- A. Automation of routine operational tasks
- B. Access to IT infrastructure anytime, anywhere via a personalized dashboard
- C. Less downtime
- D. Faster reactive service

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

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#### **QUESTION 4**

Which HP vision statements are reflected in Project Odyssey? (Select two.)

- A. To support emerging cloud and massive-scale environments for high-performance computing
- B. To boost flexibility and availability of x86 systems with Integrity nPars technology to expand the mission-critical experience across UNIX and x86-based architectures
- C. To increase compute density to enable workload provisioning for big data
- D. To accelerate hyperscale workloads by using the lowest-power CPUs across the x86 ecosystem

**Correct Answer:** AB

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

#### **QUESTION 5**

What does HP OneView use to automate the configuration of network resources?

- A. RESTful API
- B. PuTTY
- C. Network GUI
- D. Templates

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-8543ENW.pdf>

### QUESTION 6

What are three benefits that Virtual Connect provides in the data center? (Select three.)

- A. automatic assignment of server IDs
- B. rapid reassignment of workloads
- C. optimization of system performance
- D. rapid deployment of servers
- E. reduced power distribution
- F. replace servers

**Correct Answer:** BCD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

page 22 Student Guide

### QUESTION 7

HOTSPOT

Match each HP server with the role it is designed to perform.

ProLiant Moonshot	<input type="text"/>
ProLiant BL465	<input type="text"/>
ProLiant SL4500	<input type="text"/>
ProLiant DL360	<input type="text"/>

- A. Moonshot --> shared chassis ....
- B. BL465 --> CloudSystem...
- C. SL4500 --> Big Data ...
- D. DL360 --> Central ...

**Correct Answer:** A

Section: (none)

Explanation

Explanation/Reference:

ProLiant Moonshot

central management server  
shared chassis for dedicated hosting  
CloudSystem reference configuration  
Big Data workloads

ProLiant BL465

central management server  
shared chassis for dedicated hosting  
CloudSystem reference configuration  
Big Data workloads

ProLiant SL4500

central management server  
shared chassis for dedicated hosting  
CloudSystem reference configuration  
Big Data workloads

ProLiant DL360

central management server  
shared chassis for dedicated hosting  
CloudSystem reference configuration  
Big Data workloads

**QUESTION 8**

What improvement does Virtual Connect technology offer over traditional switched networks?

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- A. It pushes traffic to network switches, optimizing east-west traffic within a Virtual Connect domain.
- B. It increases data traffic to network core switches and back with no added latency within a Virtual Connect domain.
- C. It allows traffic between BladeSystem c7000 enclosures to flow without impacting uplink speed.
- D. It enables workloads on up to 64 servers to communicate directly among Virtual Connect modules without limiting latency.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 9**

Which three trends represent changes in the way technology is and will be consumed, thereby offering a way for IT to help customers solve business challenges? (Select three.)

- A. Open-source applications
- B. Mobility
- C. Service level agreements (SLAs)
- D. Big data
- E. IT infrastructure libraries (ITIL)
- F. Cloud computing

**Correct Answer:** BDF

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 10**

What are two ways that HP partners can create business value for customers during uncertain economic times? (Select two.)

- A. Manage and deliver on increasing solution complexity.
- B. Focus on the unique value of proprietary solutions.
- C. Maintain expertise and capacity.
- D. Offer redundant solutions for added reliability.
- E. Address the changing business needs of the future.

**Correct Answer:** AC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

Page 21 Study guide

## QUESTION 11

Which two benefits does Proactive Insight provide to customers? (Select two.)

- A. workload-targeted cartridges
- B. Smart Update Manager
- C. greater memory addressability
- D. 3D Sea of Sensors
- E. 1GB Ethernet NICs

**Correct Answer:** BD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: page 12 study guide

## QUESTION 12

What is at the core of the HP business strategy for servers and services?

- A. business agility
- B. infrastructure
- C. mobility
- D. software

**Correct Answer:** B



**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 13**

How does the lifecycle delivery aspect of the HP ServiceOne program support increased sales for channel partners and enhance their ability to earn more from the HP services they sell?

- A. by enabling partners to deliver across the useful lifetime of an IT solution
- B. by encompassing the resale of recycled products for an additional revenue stream
- C. by helping customers manage legacy products covered under HP Care Pack Services
- D. by restructuring onsite support services to include existing and newly ordered solutions

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

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**QUESTION 14**

A geographically dispersed customer is looking for an easy way to automate integration with enterprise monitoring and service desk applications.

Which component of Converged Infrastructure management helps this customer manage their large-scale environment?

- A. HP OneView
- B. HP SIM
- C. HPITIL
- D. HP uCMD

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:

**QUESTION 15**

Which three deliverables are part of an HP Server Assessment and Design service? (Select three.)

- A. proof of concept
- B. infrastructure analysis and recommendation
- C. backup modernization
- D. readiness assessment report
- E. solution blueprint
- F. architectural roadmap

**Correct Answer:** AEF

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: p27 study guide

**QUESTION 16**

Your customer wants to prevent problems in their ProLiant server environment.

Which support service should you recommend?

- A. Insight Online Portal  
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- B. Proactive Care
- C. Insight Remote Support
- D. ServiceOne

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-8921ENW.pdf>(page 2)

**QUESTION 17**

In which two ways can a chief information officer (CIO) address the complexities of a new global initiative? (Select two.)

- A. Rely on proven strategies and practices from past successes.
- B. Modify product designs to map to cross-cultural differences and nuances.
- C. Implement an ecosystem that focuses on all aspects of the customer experience.
- D. Attempt to stabilize the constantly changing needs of the business.
- E. Build agility into company systems and infrastructure.

**Correct Answer:** CE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: NOTE: A very confusing question. Which global initiative?

#### **QUESTION 18**

What are two components of a Flat SAN? (Select two.)

- A. HP StoreFabric Fibre Channel switch
- B. HP 3PAR F400
- C. VCFlex-10 module
- D. VC FlexFabric module
- E. VC Fibre Channel module

**Correct Answer:** BD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://blogs.qlogic.com/Pages/blogView.aspx?blogID=23>

#### **QUESTION 19**

The CEO of a fashion design company is concerned with rapidly changing fashion preferences.

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Operations in their fast-paced retail environment are constrained by a data center that has grown as needed along with the company's growth. These issues affect the way the company monitors and controls inventory.

What is one way the CEO can address these issues?

- A. outsourcing procurement and the supply chain to a third-party provider

- B. streamlining the flow of communication with third-party suppliers
- C. restructuring the order fulfillment processes to increase profitability
- D. updating product designs to match new market trends

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 20**

Which features are included in the Datacenter Care support service? (Select two.)

- A. management of migration
- B. enhanced call handling
- C. data media retention
- D. an assigned account team

**Correct Answer:** BD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx%2F4AA4-3102ENW.pdf>

**QUESTION 21**

A customer requires a regular review of their firmware and software as part of their support agreement.

Which support service should the customer choose?

- A. Insight Remote Support
  - B. Proactive Care
  - C. Insight Online Portal
  - D. ServiceOne
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**Correct Answer:** B

**Section:** (none)

## Explanation

### Explanation/Reference:

Explanation:

### QUESTION 22

HOTSPOT

Match each HP service offering to the appropriate description.

Datacenter Care	<input type="text"/>
Foundation Care	<input type="text"/>
Proactive Care	<input type="text"/>
Proactive Select	<input type="text"/>

Datacenter Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

Foundation Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

Proactive Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

Proactive Select

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

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- A.
- B.
- C.
- D.

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

#### Datacenter Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

#### Foundation Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

#### Proactive Care

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support

#### Proactive Select

provides tailored support with an account support manager  
provides customized support by an assigned account team  
provides enhanced support and remote monitoring  
provides reactive hardware and software support



Explanation:

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HP HP2-T31 Exam

Datacenter Care	<div>provides customized support by an assigned account team ▼</div> <div>provides tailored support with an account support manager provides customized support by an assigned account team provides enhanced support and remote monitoring provides reactive hardware and software support</div>
Foundation Care	<div>provides reactive hardware and software support ▼</div> <div>provides tailored support with an account support manager provides customized support by an assigned account team provides enhanced support and remote monitoring provides reactive hardware and software support</div>
Proactive Care	<div>provides enhanced support and remote monitoring ▼</div> <div>provides tailored support with an account support manager provides customized support by an assigned account team provides enhanced support and remote monitoring provides reactive hardware and software support</div>
Proactive Select	<div>provides tailored support with an account support manager ▼</div> <div>provides tailored support with an account support manager provides customized support by an assigned account team</div>

**QUESTION 23**

Which redundant components are included in the Citrix VDI-in-a-Box design strategy to meet high availability requirements?

- A. memory
- B. storage
- C. servers
- D. virtual machines

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:page 11 Study Guide

**QUESTION 24**

HP Server Assessment and Design services provide an architectural roadmap and a solution blueprint.

Which type of customer is an ideal candidate for these services?

- A. a customer who plans to migrate their hypervisor infrastructure
- B. a customer who has begun migrating their network infrastructure
- C. a customer who is in the process of deploying a new infrastructure
- D. a customer who needs to optimize their network infrastructure

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 25**

Which resource is available to streamline Moonshot deployments?

- A. Solution Builder Program
- B. Discovery Lab
- C. Pathfinder Program
- D. Concierge Support

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:p10 study guide

**QUESTION 26**

The software-defined data center is often considered the next step in the evolution of converged infrastructure and cloud computing.

What is the definition of a software-defined data center?

- A. a federated data center solution integrated with orchestration tools to provide cloud automation
- B. an open-environment data center delivered by automation and agility across the network "Pass Any Exam. Any Time." - www.actualtests.com 15 HP HP2-T31 Exam
- C. a data center built on a programmable network aligned to business applications
- D. a data center where the infrastructure is virtualized and IT is delivered as a service

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<https://blogs.vmware.com/vmware/2012/08/the-software-defined-datacenter-meets-vmworld.html>(second para)

**QUESTION 27**

A customer has engaged HP to implement a virtualization infrastructure. The migration plan includes a discovery phase to examine the existing environment

What is the typical duration of the discovery phase?

- A. 6-12 weeks
- B. 1-3 months
- C. 4-6 months
- D. 7-12 months

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:page 27 study guide

**QUESTION 28**

**HOTSPOT**

Match each service with the appropriate phase of the technology lifecycle.

Migration Assessment	<input type="text"/>
Proactive Care	<input type="text"/>
Deployment Service	<input type="text"/>
Infrastructure Optimization	<input type="text"/>

- A. migration --> Improvement
- B. deployment --> Implementation
- C. Proactive --> Operation
- D. Migration --> Design

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Page 27 study Guide

**QUESTION 29**

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Which type of consumer is the most profitable, according to research?

- A. educated
- B. budget sensitive
- C. open-sourced
- D. multichannel

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 30

Your customer needs to ensure that equipment performance in their existing infrastructure environment is maximized.

The customer is in which stage of the sales lifecycle?

- A. Strategy
- B. Operation
- C. Improvement
- D. Implementation

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

## QUESTION 31

What is an advantage of using reference architecture?

- A. It delivers a pre-tested solution with components that are designed to work together.
- B. It designs a solution that IT staff can deploy with no special training.
- C. It significantly reduces the time from purchase to deployment.
- D. It enables customers to buy a pre-configured solution that is easy to install.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

page 10 study guide

## QUESTION 32

Which component is optional in the CloudSystem reference configuration?

- A. HP ProLiant server
- B. Matrix Operating Environment
- C. Matrix Implementation Service
- D. HP3PARF400

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

### QUESTION 33

What benefit does the bandwidth partitioning capabilities on Flex-10 adapters offer?

- A. Partitioning provides isolation for greater availability.
- B. Unused bandwidth can be shared across adapters.
- C. Port bandwidth can be exceeded to meet traffic requirements.
- D. FlexNICs can use their maximum allocated bandwidths simultaneously.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:page 22 study guide

### QUESTION 34

HOTSPOT

Match each Virtual Connect label with the appropriate description.

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Virtual Connect domain	<input type="text"/>
Virtual Connect Manager	<input type="text"/>
VCEM console	<input type="text"/>
VCEM repository	<input type="text"/>



Virtual Connect domain

extension of HP SIM database  
embedded, out-of-the-box console  
Virtual Connect Ethernet and Fibre Channel modules  
supports up to 250 Virtual Connect domains

Virtual Connect Manager

extension of HP SIM database  
embedded, out-of-the-box console  
Virtual Connect Ethernet and Fibre Channel modules  
supports up to 250 Virtual Connect domains

VCEM console

extension of HP SIM database  
embedded, out-of-the-box console  
Virtual Connect Ethernet and Fibre Channel modules  
supports up to 250 Virtual Connect domains

VCEM repository

extension of HP SIM database  
embedded, out-of-the-box console  
Virtual Connect Ethernet and Fibre Channel modules  
supports up to 250 Virtual Connect domains

- A. Virtual connect domain --> Virtual connect Ethernet and FC
- B. Virtual connect manager --> Embedded out of box ...
- C. VCEM Console --> Support up to 250 virtual...
- D. VCEM Repository --> Extension of the SIM database...

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

page 22 Study Guide

### **QUESTION 35**

Which two benefits do the workload-targeted cartridges in a Moonshot chassis provide? (Select two.)

- A. purpose-built servers
- B. customized application platform
- C. reduced bandwidth through virtualization
- D. fewer controllers for easier management
- E. support for SAN optimized environments

**Correct Answer:** AB

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

### **QUESTION 36**

Which service could you position to a customer who has asked for assistance during the implementation phase of a server upgrade project?

- A. Education Strategy Consulting
- B. ITI Virtualization Service
- C. ITI Management and Automation
- D. Factory Express Integration and Enablement Services

**Correct Answer:** D

**Section: (none)**

## Explanation

### Explanation/Reference:

Reference:page 17 study guide

### QUESTION 37

What is developed in a UNIX Migration Assessment?

- A. Platform Build
- B. Migration Blueprint
- C. Tools Automation
- D. Migration Compatibility Test

**Correct Answer:** B

**Section:** (none)

## Explanation

### Explanation/Reference:

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-4653ENW.pdf>(page 2, table 1, 11throw)

### QUESTION 38

Which two factors of growth add risk to a network environment? (Select two.)

- A. adding compute resources
- B. adding complexity to the network
- C. adding virtual machines per hypervisor host  
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- D. connecting more devices to the network
- E. increasing the adoption of network software

**Correct Answer:** BD

**Section:** (none)

## Explanation

### Explanation/Reference:

Explanation:

### QUESTION 39

Why should a customer become familiar with the HP Pathfinder Innovation Ecosystem?

- A. It includes a coalition of silicon and software partners that bring new solutions to the data center
- B. It educates about and advocates for the benefits of cloud computing, to dispel myths and misinformation.
- C. It provides an open-source forum for collaboration in hardware and software design and modification.
- D. It serves as a standardization organization to develop best practices for optimized application stacks.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: page 10 of study guide

#### **QUESTION 40**

How does the HP Reference Architecture approach accelerate a customer's deployment time?

- A. It presents the building blocks for a complete potential solution.
- B. Components are pre-assembled in a reference architecture.
- C. Installation and startup services are included.
- D. The solution arrives racked and stacked.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

#### **QUESTION 41**

Which two metrics are most important to a chief financial officer (CFO)? (Select two.)

- A. Key Performance Indicator (KPI)  
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- B. Return on Investment (ROI)
- C. Service Level Agreement (SLA)
- D. Applied Information Economics (AIE)
- E. Total Cost of Ownership (TCO)

**Correct Answer:** BE

**Section:** (none)

## **Explanation**

### **Explanation/Reference:**

Explanation:

### **QUESTION 42**

For which two types of customers should you recommend HP AppSystem for Apache Hadoop? (Select two.)

- A. those who are upgrading from a CloudSystem to deliver greater computer power
- B. those who are migrating from an x86 Linux platform to an x64 HP-UX platform for greater compatibility
- C. those who need a size-optimized hardware configuration with Windows factory-loaded
- D. those who need an analytics platform to deliver massive scale-out data processing
- E. those who need a turnkey solution that simplifies storing and managing Big Data

**Correct Answer:** DE

**Section:** (none)

## **Explanation**

### **Explanation/Reference:**

Reference:<http://www8.hp.com/us/en/products/solutions/product-detail.html?oid=5318722#!tab=features>

### **QUESTION 43**

A customer purchased 24 x 7 service via an HP Care Pack Service for their server nearly three years ago. The HP Care Pack Service will expire soon.

What should you do?

- A. Suggest the customer purchase a Post Warranty HP Care Pack Service or convert to HP Contractual Service.
- B. Encourage the customer to optimize their network for faster bandwidth speeds.
- C. Recommend the customer increase their storage capacity for added business value.
- D. Recommend the customer upgrade their server hardware for better performance.

**Correct Answer:** A

**Section:** (none)

## **Explanation**

### **Explanation/Reference:**

Explanation:

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HP HP2-T31 Exam

**QUESTION 44**

An enterprise data center has high I/O throughput and memory footprint requirements. The IT manager has discovered that the servers are underutilizing compute capacity and wasting energy.

The manager plans to move toward scale-out applications and web serving in the data center.

What benefit does Project Moonshot offer this customer?

- A. Controllers for management and network are replaced by a single chip.
- B. Energy-efficient processors balance performance and cost.
- C. Virtualized server cartridges reduce bandwidth requirements.
- D. Platform compatibility within the chassis allows operating system choice.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 45**

HOTSPOT

Match each HP Proactive Insight feature with the technology that enables it.

Automated Energy Optimization	<input type="text"/>
Dynamic Workload Acceleration	<input type="text"/>
Integrated Lifecycle Automation	<input type="text"/>

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HP HP2-T31 Exam

Automated Energy Optimization

▼

Individual cooling  
Distributed chipsets  
3D Sea of Sensors  
Smart Update  
Smart Array and algorithms

Dynamic Workload Acceleration

▼

Individual cooling  
Distributed chipsets  
3D Sea of Sensors  
Smart Update  
Smart Array and algorithms

Integrated Lifecycle Automation

▼

Individual cooling  
Distributed chipsets  
3D Sea of Sensors  
Smart Update  
Smart Array and algorithms

- A.
- B.
- C.
- D.

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Automated Energy Optimization

- Individual cooling
- Distributed chipsets
- 3D Sea of Sensors
- Smart Update
- Smart Array and algorithms

Dynamic Workload Acceleration

- Individual cooling
- Distributed chipsets
- 3D Sea of Sensors
- Smart Update
- Smart Array and algorithms

Integrated Lifecycle Automation

- Individual cooling
- Distributed chipsets
- 3D Sea of Sensors
- Smart Update
- Smart Array and algorithms

Explanation:

Automated Energy optimization ?3D Sea of Sensors

Dynamic Workload Acceleration ?Smart array and algorithms Integrated lifecycle automation ?Smart update

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#### QUESTION 46

What is a customer benefit of HP OneView compared to other data center management tools?

- A. targeted tools that provide component-specific control
- B. faster configuration that helps lower TCO
- C. API-less integration that helps simplify management
- D. multi-threading code that helps facilitate scalability



**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 47**

A customer wants to upgrade their mission-critical x86 infrastructure, but they are concerned about the economic and feasibility risks.

Which HP service includes a gap analysis and ROI evaluation to address this customers concerns?

- A. Deployment Services
- B. System Analysis
- C. Platform Advisory Workshop
- D. High Availability Clustering

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: teh correct answer should be : HP Migration and Implementation ... see page 17 of study guide

But the answer is not in the list

**QUESTION 48**

Which three steps are included in the HP Client Virtualization program? (Select three.)

- A. assess
  - B. integrate
  - C. deploy
  - D. support
  - E. train
  - F. design
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HP HP2-T31 Exam

**Correct Answer:** ACF

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-6899ENW.pdf>(page 4, see the image)

**QUESTION 49**

Which HP product is an essential part of the ProLiant Gen8 server experience, and represents an opportunity to feature services early in the sales cycle?

- A. Integrated Lights-Out (iLO)
- B. Systems Insight Manager (SIM)
- C. Insight Control
- D. Insight Online

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 50**

A customer who has two Moonshot systems is looking for low-cost, reactive support.

Which type of support service is the best fit for this customer?

- A. Datacenter Care
- B. Proactive Care
- C. Pathfinder Innovation Ecosystem
- D. Foundation Care

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:[http://h18000.www1.hp.com/products/quickspecs/14527\\_div/14527\\_div.pdf](http://h18000.www1.hp.com/products/quickspecs/14527_div/14527_div.pdf)(page 6, HP foundation care)

**QUESTION 51**

What is an outcome of the UNIX Migration Implementation Service?

- A. Database inventory

- B. Detailed plan
- C. Customer orientation
- D. Dependency map

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

page 17 study guide

## QUESTION 52

What are two main concerns of an enterprise-level CEO? (Select two.)

- A. Reacting quickly to structural shifts in the market
- B. Adopting recent technology advancements
- C. Managing inventory in order to offer product discounts
- D. Prioritizing maximum operational efficiency
- E. Developing new concepts and markets to expand growth

**Correct Answer:** AD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 53

A customer is planning to adopt virtualization in their data center. They want to create an implementation plan using their existing infrastructure.

How can HP Technology Services assist this customer?

- A. by designing an end-to-end strategy that includes implementing and maintaining the infrastructure
- B. by delivering product support through specialists in networking, servers, and storage
- C. by migrating and repurposing their servers to quickly address changing workload requirements
- D. by scheduling automatic updates to ensure optimal performance through the technology lifecycle

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

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**QUESTION 54**

A customer is experiencing a 40% annual growth rate and needs to update their data center. They need servers that are engineered for performance and expandability

Which ProLiant ML series should you recommend?

- A. ML370
- B. ML310e
- C. ML350p
- D. ML350e

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation: page 23 study guide

**QUESTION 55**

HOTSPOT

Match each mission-critical feature with its corresponding technology.

Serviceguard	<input type="text"/>
Itanium	<input type="text"/>
nPar	<input type="text"/>
vPar	<input type="text"/>

Serviceguard

▼

Integrity  
high availability  
partitioning  
virtualization

Itanium

▼

Integrity  
high availability  
partitioning  
virtualization

nPar

▼

Integrity  
high availability  
partitioning  
virtualization

vPar

▼

Integrity  
high availability  
partitioning

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- A. Service guard --> HA
- B. Itanium --> INtegrity
- C. nPAr --> Partitionning
- D. vPar --> Virtualisation

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

page 17 study Guide

## QUESTION 56

Which client virtualization reference architecture has an all-in-one design that does not require external shared storage?

- A. HP CV Gen8 Enterprise RA
- B. HPCVGenSSMBRA
- C. HP CV Built-to-integrate RA
- D. HP VDI Reference Architecture 2.0

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

page 11 study guide

HP CV Gen ? SMB RA

without space -> HPCVGEN?SMBRA

## QUESTION 57

Which real-world big data challenge does a typical enterprise customer face?

- A. Cross-referencing data held in operational system databases
- B. Holding data in non-structured files to facilitate processing
- C. Monetizing data at hyper-speed and massive scale

D. Collecting specific, well-defined, structured pieces of data

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 58**

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Which two components are included with cloudsystem Matrix? (Select two.)

- A. Power supply
- B. Proactive Select
- C. Interconnect module
- D. Hypervisor software

**Correct Answer:** AC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: page 21 study guide

**QUESTION 59**

HOTSPOT

Analysts predict that by 2016 customers will face ever-increasing demands on IT.

Match each IT challenge with the approach that is required to meet that challenge.

The number of devices on corporate networks will rise to six per person in less than seven years.	<input type="text"/>
Eighty-two percent of server workloads will be running in virtual environments.	<input type="text"/>
Manual operations will cost companies on average \$24 million over three years.	<input type="text"/>

The number of devices on corporate networks will rise to six per person in less than seven years.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense

Eighty-two percent of server workloads will be running in virtual environments.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense

Manual operations will cost companies on average \$24 million over three years.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense

- A.
- B.
- C.
- D.

**Correct Answer:**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

page 21 Study Guide

The number of devices on corporate networks will rise to six per person in less than seven years.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense

Eighty-two percent of server workloads will be running in virtual environments.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense

Manual operations will cost companies on average \$24 million over three years.

Requires greater networking bandwidth and performance
Requires greater levels of automation and intelligence
Requires greater user density and expense



Explanation: The number of devices on corporate networks will rise to six per person in less than seven years ?requires greater user density and expense

Eighty-two percent of server workloads will be running in virtual environments ?requires greater networking bandwidth and performance  
Manual operations will cost companies on average \$24 million over three years ?requires greater levels of automation and intelligence

## QUESTION 60

Which HP Virtual Connect module can support Ethernet, Fibre Channel, and iSCSI?

- A. VC FlexFabric
- B. VCFlex-10D
- C. VCFlex-10
- D. VC Fibre Channel

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:

## QUESTION 61

Which architectural design feature optimizes east-west traffic in a Virtual Connect domain?

- A. connectivity to adjacent Virtual Connect domain  
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- B. transverse hierarchical network
- C. direct access to core switches
- D. communication over internal link

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: page 22 study Guide

## QUESTION 62

Your customer recently migrated to a new virtualization environment. They need additional expertise to help support their operations.

Which service offer can help them?

- A. Foundation Care
- B. Technical Training
- C. Proactive Care
- D. Proactive Select

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:

**QUESTION 63**

How does HP SmartMemory address 35% of the causes of downtime in ProLiant Gen8 servers?

- A. Extended memory features are enabled automatically in the cells on the SmartMemory chips
  - B. The operating system compresses the least important content in memory to free up more available RAM
  - C. Extended data output improves the time to read from memory on ProLiant GenS server processors
  - D. Memory verification enables SmartMemory to go beyond manufacturer specifications for speed and power
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**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Explanation:page 12 study guide

**QUESTION 64**

How does the architecture of HP BladeSystem limit the size of the fault domain in case of component failure?

- A. Storage is virtualized to share data pools.
- B. The enclosure is compartmentalized to contain problems.
- C. Servers automatically fail over to a standby node
- D. The cell design of the system board offers electrical isolation.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation: page 22 study guide

**QUESTION 65**

Your customer purchased Collaborative Support when they ordered a number of HP servers for their data center. The customer is experiencing problems with Red Hat software on these servers. How can HP help the customer resolve this software problem?

- A. HP will first determine if the problem is related to hardware or software. If the problem is due to a software issue, HP will direct the customer to Red Hat for resolution.
- B. HP will first recommend a fix. If this fix does not resolve the problem, HP will contact Red Hat on behalf of the customer and work together for a resolution.
- C. HP will troubleshoot the software problem for the customer and take responsibility for the issue until it is resolved.
- D. HP will direct the customer to Red Hat for resolution because software issues are not covered by Collaborative Support.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

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**QUESTION 66**

A growing software company has installed a new HP BladeSystem. They are not yet ready to implement all of the technologies that they will need as they grow.

Which HP service allows this customer to buy credits and then use the required services and resources later, when they are needed?

- A. Packaged Consulting Services
- B. Proactive Select
- C. Data Center Consulting Services
- D. Foundation Care

**Correct Answer:** B

**Section:** (none)

**Explanation****Explanation/Reference:**

Explanation: page 27 study guide

**QUESTION 67**

Which HP program is focused on fostering partner relationships?

- A. HP Solution Builder
- B. HP Pathfinder innovation Ecosystem
- C. HP Foundation for innovation
- D. HP Concierge Service

**Correct Answer:** B

**Section:** (none)

**Explanation****Explanation/Reference:**

Explanation: page 10 study guide ?

**QUESTION 68**

A customer needs to move, add, and change multiple servers in the data center. They are looking for a way to make changes in server connectivity quickly and easily.

Which HP technology facilitates this process?

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HP HP2-T31 Exam

- A. Multiprotocol router support
- B. Software-defined data center
- C. On-demand storage provisioning
- D. Virtual Connect wire-once

**Correct Answer:** D

**Section:** (none)

**Explanation****Explanation/Reference:**

Explanation:

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