Vendor: HP

Exam Code: HP2-E62

Exam Name: Selling HP Helion Cloud Solutions and
Services

Version: DEMO

QUESTION 1
How do HP Helion solutions for Infrastructure as a Service (IaaS) in a private or hybrid cloud environment compare in TCO to IaaS from public cloud provider Amazon Elastic Compute Cloud (EC2)?

A. Both HP Helion private and hybrid cloud solutions have a lower TCO than the Amazon solution.
B. HP Helion private cloud solutions have a lower TCO than the Amazon solution, but the HP Helion hybrid cloud solution has a slightly higher TCO.
C. HP Helion hybrid cloud solutions have a lower TCO than the Amazon solution, but the HP Helion private cloud solution has a slightly higher TCO.
D. Both HP Helion private and hybrid cloud solutions have a higher TCO than the Amazon solution.

Answer: B
Explanation:
http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA5-0128ENW.pdf

QUESTION 2
A customer is particularly interested when you explain that HP Helion helps to accelerate service deployment with Infrastructure as a Service (IaaS).
Which customer testimonial is most relevant to share with this customer?

A. "It's really good to be supported by Professional Services ... because they're actually the ones who have the knowledge to help you build [your cloud] the way you want it."
B. "I would anticipate you could look at something like a 30 percent reduction [in IT costs] over a period of time..."
C. "We've seen a significant improvement even implementing our private cloud environment, where we've got delivery times of two hours to bring up a virtual machine rather than the six, eight, twelve weeks that we've seen in the past."
D. "So if I need extra capacity, [I can] go to the public cloud."

Answer: C

QUESTION 3
Which HP Helion solution includes software and an integrated hardware infrastructure for building, operating, and consuming services in a hybrid cloud environment?

A. HP HelionOpenStack
B. HP CloudSystem Foundation
C. HP HelionOpenStack with HP Helion Development Platform
D. HP CloudSystem Enterprise built on ConvergedSystem 700x

Answer: B
Explanation:
http://www8.hp.com/in/en/cloud/cloudsystem.html

QUESTION 4
What is HP Helion?

A. The network of authorized public cloud partners for HP CloudSystem solutions
B. A series of HP public cloud services for custom, packaged, and enterprise applications

C. The HP cloud portfolio and strategy that empowers customers to build, manage, and consume cloud Services in a hybrid IT environment
D. The proprietary HP code in HP CloudSystem solutions, which offers an alternative to code based on OpenStack

Answer: D
Explanation:
http://www.clouddon.com/tag/hp-helion-development-platform/

QUESTION 5
What is one way that HP HelionOpenStack provides customers with a business-ready version of OpenStack?

A. It provides the hardware, as well as the software, required for a comprehensive private cloud solution.
B. It provides Cloud Foundry and CloudStack code as well as OpenStack code.
C. It provides ease of deployment and operations with a simple install process and content delivery system.
D. It provides service lifecycle management through automated and orchestrated workflows

Answer: C

QUESTION 6
What is one core value of HP Helion solutions?

A. They offer an open architecture that lets customers deploy applications on multiple deployment models.
B. They offer confidence by avoiding unstable open source solutions and focusing on end-to-end proprietary solutions.
C. They offer consistency by giving customers the only public cloud solution that they need for all applications.
D. They offer a secure solution that is locked in to the company private cloud or managed private cloud

Answer: A
Explanation:
http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF

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