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**Exam** : **HP2-E37**

**Title** : **Selling HP Bladesystems**

**Version** : **Demo**

1. When the HP BladeSystem portfolio is described as a balanced architecture, what does that mean?
- A. It is a portfolio that leverages industry standards to deliver next generation blade servers.
  - B. It is a portfolio that accommodates SMB and Enterprise customers across all industries.
  - C. It is a portfolio that meets the varied needs of customers by optimizing and balancing key elements beyond processor performance including memory expansion and network/storage I/O.
  - D. It is a portfolio that exceeds expectations and lifecycles as a result of best-in-class innovations.

**Answer: D**

2. Which innovative HP BladeSystem features deliver true energy manageability and savings.? (Select three.)

- A. Uni-directional Link Detection
- B. HP Power Regulator
- C. Dual Flash Images
- D. Sea of Sensors
- E. Dynamic Power Saver
- F. HP Application Manager

**Answer: B,D,E**

3. What are the IT concerns of customers who fall within the SMB market space? (Select two.)

- A. supporting their business
- B. decentralizing their business
- C. stabilizing their business
- D. growing their business
- E. capitalizing their business

**Answer: A,D,E**

4. HP has been recognized by Gartner as a leader within the Gartner Magic Quadrant for Blades (Jan 2011). What does that recognition signify?

- A. HP is a leader in price.
- B. HP is a leader in market penetration.
- C. HP is a leader in its completeness of vision and ability to execute.
- D. HP is a leader in its vision for blades within the market.

**Answer: C**

5. Customers that have invested in HP Converged Infrastructure are able to transform their data centers and accomplish which objective?

- A. introduce less demanding service level agreements
- B. reduce the number of IT projects
- C. drives business innovation and eliminate IT sprawl
- D. develop a social media strategy for competitive advantage

**Answer: C**