

**Exam** : **HP2-E45**

**Title** : Technical Introduction to the  
HP SMB Portfolio

**Version** : Demo

1. Which two IT priorities are typically the most important for SMB customers? (Select two.)

- A. business continuity
- B. cloud services
- C. failover capability
- D. security
- E. redundancy

**Answer:** B,D

2. Which statements did a Gartner study find to be true about SMBs.? (Select two.)

- A. The majority of SMB servers are x86 architecture, with single-core or dual-core processor installations.
- B. SMBs tend to run on Linux, HP-UX, and Microsoft operating systems, in nearly equal numbers
- C. Approximately two-thirds of SMBs have external RAID
- D. Storage area network (SAN) penetration for small businesses is about 80%.
- E. On average, small businesses deploy 1 to 4 servers, while medium businesses deploy 19 to 22 servers.

**Answer:** A,E

3. What must you determine first in order to select a server platform that meets customer needs?

- A. the number and type of applications the customer is running
- B. how many clients are networked
- C. how many simultaneous users are present and anticipated
- D. which applications are I/O-intensive and which are bandwidth-intensive

**Answer:** A

4. HP provides simple, affordable, and reliable ways for SMB customers to build and run their business. What is an example of this strategy?

- A. The HP SMB Servers program provides SMBs with scalable storage, data protection, and disaster recovery solutions that suit a wide range of needs
- B. ProLiant servers make it easy to integrate the heterogeneous environments often found in an SMB environment
- C. ProLiant servers, along with VMware ESX Server 3i capabilities, make it attractive for small businesses to transition to a managed environment
- D. Because SMBs favor standalone solutions, HP positions its hardware, software, networking, and services offerings accordingly

**Answer:** A

5. Which characteristics are typical of lower-tier medium businesses? (Select two.)

- A. prefer appliance-type solutions
- B. have between 10 and 15 servers
- C. have anywhere from zero to five full-time IT staff members
- D. prefer customized bundles of hardware, software, and services
- E. have a high percentage of employees who are Internet- or email-enabled all the time

**Answer:** D,E

## 6.DRAG DROP

You are gathering information to assess your customer's environment. Match the business concern with the Information required to assess it.

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Business concern	
reliability and availability	place here
workload	place here
scalability	place here
performance	place here

the customer's expected increases in application I/O over the next 18 months    the current processing capacity    the number and type of applications the customer is running    whether business objectives require 24 x 7 application uptime

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Business concern	
reliability and availability	whether business objectives require 24 x 7 application uptime
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the customer's expected increases in application I/O over the next 18 months    the current processing capacity    the number and type of applications the customer is running    whether business objectives require 24 x 7 application uptime

7.You are analyzing a customer's system in order to determine its hardware availability requirements.

Which attributes of the system should you consider? (Select two)

- A. repair response time
- B. the need for multiprocessing
- C. processor speed
- D. length of the average transaction
- E. reliability

**Answer:** B,D

8.Which factor is typically the most important for SMBs when considering a technology purchase?

- A. scalability
- B. mobility
- C. reliability
- D. database management

**Answer:** A

9.Which description fits the IT staff at a typical SMB?

- A. a handful of generalists
- B. one owner who assumes all roles
- C. outsourced support staff and contractors
- D. dedicated administrators for each aspect of the infrastructure

**Answer:** A

10. Which approach characterizes HP competitors in the Converged Infrastructure marketplace?

- A. factory-integrated bundles
- B. common modular infrastructure
- C. open integration management software
- D. standards-based, comprehensive solutions

**Answer: A**

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