Purpose of the exam prep guide

The intent of this guide is to set your expectations about the content and the context of the exam, and to help you prepare for the exam by providing the following items:

- recommended HP training course(s)
- outline of the topics covered by the exam
- sample test items. These sample items do not represent a complete practice exam. There are no practice exams available at this time.

Studies show that a combination of course attendance and self-study maximizes the likelihood of passing an exam on the first attempt.

Audience

This exam is for HP Channel Partner Sales Representatives and HP Sales Representatives who will sell business critical server solutions based on HP 9000 and HP Integrity Servers, and are seeking to earn the HP Certified Professional program’s Accredited Sales Professional for HP Business Critical Server Solutions certification. This exam is a prerequisite for Sales Representatives who want to sell HP Superdome solutions with HP-UX, Linux, and Windows.

The major areas to be tested include:

- HP and Business Critical Systems (BCS) group strategy
- Initiatives and solutions
- Continuous and secure operations
- Dynamic resources
- Automated and intelligent management

Certification Requirements

The Power On with HP for Sales/Multi-Os, Exam # HP2-284, is one of the core requirements to be certified as Accredited Sales Professional – HP

Accredited Sales Professionals are able to gather and interpret a set of customer business needs, recognize and qualify business critical system opportunities & map them into recommendations for an appropriate HP solution area. Specifically, they recognize and are able to describe the HP BCS product portfolio and roadmap at a high level; explain how HP technologies, products and solutions and services can provide customer value by solution area or industry focus. They can articulate the advantages of HP technologies, products, solutions and services relative to competitive offerings.

**Prerequisites**

- None

**Exam details**

At the beginning of the exam, you will be asked to answer several survey questions. The survey questions are designed to assist the exam development team in accurately profiling test results and to improve future exams.

The following are details about the exam:

- **This is a web based exam available at** [Prometric](http://www.prometric.com)
- **Number of items:** 35
- **Item types:** multiple choice, multiple response
- **Time commitment:** 60 minutes
- **Passing Score:** 65%
- **Reference Material:** No online or hard copy reference material will be allowed at the testing site.

**Comments on the exam**

During the exam, participants can make specific comments about the items (i.e., accuracy, appropriateness to audience, etc). HP welcomes these comments as part of our continuous improvement process. Comment time is included in the overall time for taking the exam. We suggest you mark the questions you want to comment on, and then when done with the test, revisit the marked items and make comments. This way if time runs out, you will not be compromising your score.

**Exam content**

The following topics and testing objectives represent the specific areas of content covered in the exam. Use this outline to guide your study and to check your readiness for the exam. The exam measures your understanding of these areas.
1. HP and Business Critical Systems group strategy (11%)
   1.1. Recognize HP structure and how it affects the Channel
   1.2. Articulate key points of HP strategy
   1.3. Explain BCS areas of focus
   1.4. Relate BCS areas of focus to HP strategy
   1.5. Recognize HP adaptive infrastructure

2. Foundation for the Future (6%)
   2.1. Articulate key points of the HP strategy for foundation for the future
     Relate customer marketing program

3. Continuous and Secure Operations (34%)
   3.1. Discuss HP Servers by level
   3.2. Articulate the positioning of HP servers
   3.3. List the key differentiators between different families of HP servers
   3.4. List key operating system supported on BCS servers and their target use
   3.5. Apply knowledge to a simulated customer situation

4. Dynamic Resources (17%)
   4.1. Articulate the advantages of HPs Partitioning Continuum
   4.2. Describe HPs On Demand portfolio including when to use and how to engage
   4.3. Recognize customer advantages of the HP Utility Data Center (UDC)
   4.4. Apply knowledge to a simulated customer situation

5. Automated and Intelligent Management (6%)
   5.1. List key features and advantages of HP OpenView
   5.2. Discuss how the BCS management story compares to its competitors

6. BCS Initiatives (9%)
   6.1. Articulate the BCS Business Continuity Plan
   6.2. Explain IT Consolidation
   6.3. Recognize HPTC markets and resources

7. Rounding out the Solution (14%)
   7.1. Discuss advantages of HP services and support and how to sell them
   7.2. Articulate the value of working with ISVs
   7.3. Describe the five key HP BCS ISVs and the key applications each offers
   7.4. Recognize how storage can add value to the sale
   7.5. Identify HP networking product families and typical uses
   7.6. Apply knowledge to the continuing customer situation

8. Competition (3%)
   8.1. Describe competition related resources and when to use each.

**Recommended Training Course**

You are not required to take the instructor-led course listed in this section. However, HP strongly recommends that you attend the classes, participate in class labs, if applicable, and thoroughly review all course material and documents before taking the exam, even if you believe you have sufficient on-the-job experience.
Sample Exam Item Types

The sample test items give you a preview of what the actual test items will look like. It is important to note that these items WILL NOT be on the exam itself. However, they are representative of the actual items, and they should help you become familiar with the format and complexity of the test items. These sample test items are not a check for readiness. The answers are provided in the appendix.

1. What is one principle of HP strategy to address business challenges in IT?
   a. Adaptive enterprise
   b. Developing leading edge products
   c. Keeping products focused on customer needs
   d. Offering a wide complement of product offerings

2. What is the first step in the migration to HP Integrity Servers?
   a. Production
   b. Porting and migration
   c. Analysis and planning
   d. Testing and deployment

3. What is the key benefit of nPars?
   a. OS fault sensitivity
   b. Hardware fault isolation
   c. CPU dependent controls
   d. Partitions are not isolated

4. Which type of HP partition avoids resource contention between competing applications by allowing dynamic allocation of dedicated resources within a single OS instance?
   a. Hard
   b. Virtual
   c. Dynamic
5. Which characteristics best describe the benefits of the HP Utility Data Center? Select THREE:
   a. Lowered operating costs
   b. Reduced opportunities for error
   c. Dynamic configuration of partitions
   d. Effortless management of resources
   e. Simplified dial-up and dial-down capabilities
   f. Seamless integration of data into a storage cache for the enterprise

6. The customer wants to separate application environments to eliminate single points of failure. Hardware fault isolation is a requirement. Which type of partition should the customer select?
   a. Soft
   b. Hard
   c. Virtual
   d. Resource

7. What is the reason for asking a customer how many additional devices might be connected on a network in the future?
   a. Determine which protocol to use
   b. Determine the network architecture
   c. Estimate future growth expectations
   d. Establish how many users will be supported

8. Which is an advantage of cloning storage architectures?
   a. Reduces planned downtime
   b. Produces a separate copy of data
   c. Allows multiple disks to be seen as one
   d. Consumes the minimum amount of space

Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.
APPENDIX A: Answers to Sample Exam Questions

1. a
2. c
3. b
4. b
5. a, b, d
6. b
7. c
8. a