Purpose of the Exam Prep Guide

The intent of this guide is to set expectations about the content and the context of the exam and to help candidates prepare for the exam. In this guide, you will find recommended HP training courses, reference and study material to assist you in preparing for the exam.

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

Audience

This exam is for consultants who design solutions based upon HP technologies and services.

Examples of job roles:
- Solution Architects
- Solution Designers
- System Engineers
- System Integrators
- IT Consultants

Certification Requirements

This exam, Planning and Designing HP Enterprise Solutions HPO-505, is one of the core requirements to be certified as an Accredited Presales Professional (APP) – HP Enterprise Solutions. The Accredited Presales Professional credential is designed for account-aligned technical presales generalists to design and justify HP based solutions for their customers with elements from across the HP enterprise portfolio. APP measures the ability to apply a broad knowledge of business requirements, products, technologies and solutions within a customer sales engagement.
Prerequisites:

HP strongly recommends that students taking this exam have the following prerequisites. (The instructor will deliver this course under the assumption that students have attained this level of experience.)

- eLMS 30805 - Technical Essentials of HP Enterprise Products WBT
- HP2-027 - Technical Essentials of HP Enterprise Products

Exam Details

At the beginning of the exam, you will be asked to answer several survey questions. The survey has been designed to assist the exam development team with maintenance of this exam. Your honest responses will assist the exam team in properly tailoring this exam to the appropriate audience.

- **Number of items:** 60
- **Item types:** Multiple choice and drag-and-drop
- **Time commitment:** 90 minutes
- **Passing Score:** 66%
- **Reference Material:** No on-line or hard copy reference material will be allowed at the testing site.

Comments on the Exam

During the exam you will be able to make specific comments about the test items (i.e., accuracy, appropriateness to audience, etc). HP welcomes these comments as part of our continuous improvement process.

Exam Content

The following outline represents 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. The approximate percentage of exam questions dedicated to each major content area is included in parenthesis. The higher the percentage, the more questions will be on the exam.
### Planning and Designing HP Enterprise Solutions HPO-505

#### Exam Content

<table>
<thead>
<tr>
<th>505.1</th>
<th>Architectures &amp; technologies of HP Enterprise Solutions (28%)</th>
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<tbody>
<tr>
<td>505.1.1</td>
<td>Describe server technologies</td>
</tr>
<tr>
<td>505.1.2</td>
<td>Describe storage technologies</td>
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<tr>
<td>505.1.3</td>
<td>Describe network technologies</td>
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<tr>
<td>505.1.5</td>
<td>Describe virtualization technologies</td>
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<table>
<thead>
<tr>
<th>505.2</th>
<th>Recognize and describe HP Enterprise Solutions. (21%)</th>
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<tbody>
<tr>
<td>505.2.1</td>
<td>Describe HP Adaptive Enterprise (Infrastructure/Product) strategy</td>
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<td>505.2.2</td>
<td>List online resources for HP solutions</td>
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<thead>
<tr>
<th>505.3</th>
<th>HP Enterprise Solutions marketplace &amp; competitive positioning (1%)</th>
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<tbody>
<tr>
<td>505.3.1</td>
<td>Describe competitive management software products</td>
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<tr>
<th>505.4</th>
<th>Identify the technical needs of a customer. (3%)</th>
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<tbody>
<tr>
<td>505.4.1</td>
<td>Identify a customer’s current infrastructure and applications</td>
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<tr>
<td>505.4.3</td>
<td>Identify Customer’s future infrastructure and application requirements</td>
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<th>505.5</th>
<th>Technically qualify the opportunity. (12%)</th>
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<tr>
<td>505.5.1</td>
<td>Technically qualify the initial basic solution</td>
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<td>505.5.3</td>
<td>Generate sales support information by collecting and analyzing data</td>
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<tr>
<td>505.5.5</td>
<td>Determine product-related initial basic requirements</td>
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<td>505.5.6</td>
<td>Identify and evaluate licensing issues and support options associated with the initial basic solution</td>
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<tr>
<td>505.5.7</td>
<td>Evaluate customer’s business continuity and high availability strategy</td>
</tr>
<tr>
<td>505.5.1</td>
<td>Qualify Interoperability and heterogeneous deployment of initial basic solution</td>
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<th>505.6</th>
<th>Develop and propose a solution. (28%)</th>
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<tbody>
<tr>
<td>505.6.1</td>
<td>Develop an appropriate solution</td>
</tr>
<tr>
<td>505.6.2</td>
<td>Plan for installation, configuration and setup</td>
</tr>
<tr>
<td>505.6.3</td>
<td>Plan for management of the solution</td>
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<tr>
<td>505.6.4</td>
<td>Plan for administrative and operational tasks</td>
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<tr>
<td>505.7</td>
<td>Validate a pre-deployment solution. (6%)</td>
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<tr>
<td>505.7.1</td>
<td>Defend or justify solution</td>
</tr>
<tr>
<td>505.7.2</td>
<td>Demonstrate &quot;Proof-of-Concept&quot;</td>
</tr>
<tr>
<td>505.7.3</td>
<td>Validate solution</td>
</tr>
<tr>
<td>505.8</td>
<td>Expand &amp; extend opportunities for customer business (1%)</td>
</tr>
<tr>
<td>505.8.1</td>
<td>Identify and evaluate opportunities</td>
</tr>
</tbody>
</table>
## Recommended Training and Study References

This section lists training courses and documents that can help you acquire a majority of the knowledge and skills needed to pass the exam. You must also gain the practical experience outlined in this guide.

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

Use the information in this guide and the practical experience you have gained to determine your need for training. There are two courses that are highly recommended prior to taking this exam. One is a Web Based, online course. The other is a 5 day Instructor led Course.

<table>
<thead>
<tr>
<th>Title</th>
<th>How to Enroll</th>
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<tr>
<td><strong>Technical Essentials of HP Enterprise Products WBT</strong>&lt;br&gt;Web-based Training (40 hours)&lt;br&gt;ELMS: 30805</td>
<td>HP Learning Center&lt;br&gt;<a href="http://www.hp.com/go/onlinelearning">www.hp.com/go/onlinelearning</a></td>
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<tr>
<td><strong>Planning and Designing HP Enterprise Solutions</strong>&lt;br&gt;Instructor-led Training (5 days)&lt;br&gt;ELMS: 30336&lt;br&gt;NOTE: Candidates must have passed the HP2-027 exam prior to signing up for this instructor-led course.</td>
<td>Use WW training website:&lt;br&gt;<a href="http://www.hp.com/certification">http://www.hp.com/certification</a></td>
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Sample Test Items

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.

1. An energy services company preparing for an initial public offering (IPO) has asked for your assistance in complying with the Sarbanes-Oxley Act. They need to implement policies and procedures regarding the data used to compile their financial reports. Which HP offering helps store and manage electronic documentation, including emails and instant messaging?
   A. Darwin Reference Architecture
   B. Adaptive Application Architecture
   C. Information Lifecycle Management
   D. Adaptive Network Architecture

2. Which HP platforms are covered by an HP Rapid Deployment solution? Select THREE.
   A. HP server running HP-UX
   B. ProLiant systems running Linux
   C. Alpha systems running Tru64
   D. ProLiant systems running NetWare
   E. ProLiant systems running Windows
   F. HP server running OpenVMS

3. Which terms apply to Adaptive Enterprise design principles? Select THREE.
   A. modularization
   B. integration
   C. standardization
   D. consolidation
   E. customization
4. Which statements are part of the HP definition of an Enterprise customer? Select TWO.
   A. a workforce of greater than 1000 employees
   B. one of the top 5% of potential corporate customers in a country or region
   C. a customer that purchases at least 65% of all of their IT products from HP
   D. a customer that has offices in at least 3 countries

5. In order to secure the business, you need to show HP’s commitment to invest protection. What should you address with the customer in this situation? Select TWO.
   A. trade-in programs
   B. solution templates
   C. upgrade path
   D. money-back policy

6. When putting together a proposal that addresses your customer’s initial requirements, which recommendations are critical? Select THREE.
   A. customer’s budget
   B. price/performance
   C. customer’s business competency
   D. customer’s time frame
   E. customer’s loyalty

7. Which HP tool contains information about configuration, architecture and implementations of SAN solutions?
   A. SAN Matrix Guide
   B. SAN Design Reference Guide
   C. SAN Network Project Deployment
   D. SAN Compatibility Guide
8. A customer decides on a solution that will require new IT infrastructure. However, she has limited budget at the moment and is not able to purchase the required equipment.

Which HP service will help a customer acquire and use new infrastructure regardless of limited budget?

A. HP Solution Services  
B. HP Financial Services  
C. HP Managed Services  
D. HP Consulting Services

9. Where can you obtain competitive information? Select THREE.

A. www.tpc.org  
B. competitor website  
C. www.tools.hp.com  
D. www.hp.com/sell-against  
E. www.hp.com/go/activeanswers  
F. competitive section of Partner Web

10. A customer has expressed the need to run two applications on the same server while maintaining maximum isolation between the applications. Which type of partitioning should you recommend?

A. vPar  
B. PRM  
C. PRM  
D. nPar

11. Which Linux clustering solution does HP support on ProLiant servers?

A. ServiceGuard for Linux  
B. Turbo Cluster  
C. Endurance Cluster  
D. Tru Cluster

12. The Intel Itanium processor is based on which technology?

A. RISC
13. Which HP software is used to dynamically allocate and control system resources on HP-UX platforms?
   A. Performance Management Pack
   B. Workload Management Pack
   C. Ignite/UX
   D. Workload Manager

14. An rx8620 server has four cell boards, but does not have the optional SEU. How many nPars can be created for this configuration?
   A. 1
   B. 2
   C. 4
   D. 8

Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.
Answer Key

1. An energy services company preparing for an initial public offering (IPO) has asked for your assistance in complying with the Sarbanes-Oxley Act. They need to implement policies and procedures regarding the data used to compile their financial reports. Which HP offering helps store and manage electronic documentation, including emails and instant messaging?
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    C. Little-endian
    D. Dual-core

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