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Vendor:HP

Exam Code:HP2-E59

Exam Name:Introduction to Selling Servers, Storage,
Networking and Services

Version:Demo

QUESTION 1

Your customer uses a variety of solutions from multiple vendors in their network. Which value differentiator is the best response to overcome their objection of adding HP as a new vendor of storage and network infrastructure solutions?

- A. HP offers positive return on investment in as little as five months with the right selection of servers, storage, and network products
- B. HP Technology Services are a single point of contact for HP and third-party vendors
- C. HP offers the Get Thin Guarantee that the customer will reduce their storage capacity requirements by 50%
- D. HP is the world leader in storage solutions, and that is enough to know they are making the right decision

Correct Answer: B

QUESTION 2

What ROI can HP claim with HP ProLiant Gen8 servers?

- A. 3 months
- B. 5 months
- C. 12 months
- D. 13 months

Correct Answer: B

QUESTION 3

A customer says to you, \"Data protection is too complicated and too expensive for my business.\" What should you do?

- A. Agree and help them to understand that data protection is more important in large enterprise organizations.
- B. Show them the data protection solutions available from third-party service providers.
- C. Explain that most business network devices include adequate data protection capabilities.
- D. Take the opportunity to explain the importance of data protection and the HP options available.

Correct Answer: D

QUESTION 4

During which stage of the customer buying cycle do you ask clarifying questions?

- A. Evaluate Options
- B. Purchase Solution
- C. Recognize Needs
- D. Identify Requirements

Correct Answer: C

QUESTION 5

You believe your manufacturing customer is in the Business Expansion stage of the Just Right IT (JRIT) maturity model. Which value differentiator should you use to help position a server upgrade in their production facility?

- A. Federated deduplication
- B. 66% faster problem resolution
- C. 150 design innovations
- D. 2xVM density

Correct Answer: B

QUESTION 6

Which of the four pillars of HP ProLiant server capabilities gives HP ProLiant Gen8 servers the ability to provide significantly more compute power per watt over previous generation servers?

- A. Proactive server support
- B. Integrated lifecycle automation
- C. Automated energy optimization
- D. Dynamic workload acceleration

Correct Answer: C

QUESTION 7

According to the Just Right IT (JRIT) maturity model, which business requirement indicates a customer that is in the starting out stage of growth?

- A. The most important consideration for buying a business solution is cost
- B. The business is looking for integrated security and disaster recovery capabilities.
- C. The business has an initiative to improve reliability and uptime in the IT infrastructure.
- D. The IT manager requests information on the latest technology in cloud computing solutions.

Correct Answer: A

QUESTION 8

What is the Just Right IT maturity model?

- A. A basic approach of customizing strategies to build business momentum that enable business expansion
- B. A business customization concept of entering a market and enabling growth
- C. The three basic stages of business growth: starting out, building momentum, and business expansion
- D. Expansion a basic solution concept to be customized based on customer needs and individual business models

Correct Answer: B

QUESTION 9

What is the difference between computer memory and computer storage?

- A. Computer memory is the storage hierarchy; computer storage is a subset of the computer memory.
- B. Computer memory handles data from input devices; computer storage handles data from output devices.
- C. Computer memory is the fast, volatile data-retention technologies; computer storage is the slower, permanent data-retention technologies.
- D. Computer memory includes the arithmetic unit of the CPU; computer storage includes the control unit of the CPU.

Correct Answer: C

QUESTION 10

Which HP storage is considered the most reliable for long-term data protection?

- A. HP StoreOnce backup
- B. HP StoreVirtual
- C. HP StoreEver tape library
- D. HP MSA Storage

Correct Answer: C

QUESTION 11

Which end of the HP networking portfolio continuum matches businesses in the Starting Out phase of the HP Just Right IT (JRIT) maturity model?

- A. HP Technology Services
- B. HP FlexNetwork
- C. HP SmartConnect
- D. HP OfficeConnect

Correct Answer: C

QUESTION 12

Which customer types represent businesses that could be in a horizontal market sector?

- A. A regional bank and a healthcare clinic
- B. A discount food store and a supermarket
- C. A regional hospital and a healthcare clinic
- D. A regional bank and an international bank

Correct Answer: B

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