Vendor:HP

Exam Code:HP2-E43

Exam Name: Selling HP SMB Solutions

Version: Demo

QUESTION 1

Connecting is one of the IT enabled activities within the HP Just Right IT program. Which statement best describes Just Right IT connecting?

A. managing important files, information, and data in a manner that is secure and easy to manage

B. linking networking solutions to boost productivity and customer management

C. making amazing things - whether it\\'s a product, a service or a marketing piece - with the most appropriate tools for the job

D. looking like a pro with digital imaging as well as capturing data found in print pieces

Correct Answer: C

QUESTION 2

Which customer objection are you LEAST likely to hear in reference to an HP server solution?

A. Virtualization is complex and risky.

B. My warranties are still in effect, so why should I consolidate and refresh?

C. I cannot afford the whole management suite.

D. I checked the Insight Remote Support Pricing, and it is too expensive.

Correct Answer: D

QUESTION 3

Which statement about DAT tape devices is true?

A. They provide proven reliability and low total cost of ownership.

B. They are an obsolete technology, and should be replaced by disk.

C. They are a storage expert in a box solution.

D. They are no longer offered by HP.

Correct Answer: A

QUESTION 4

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

A. Understanding the Customer Environment

B. Closing the Deal

C. Generating a Customer Offer

D. Qualifying the Opportunity

Correct Answer: D

QUESTION 5

What can a small business customer do to segregate high bandwidth network activities from the rest of the load?

A. add a router

B. add an unmanaged switch

C. add a managed switch

D. add link aggregation trunking

Correct Answer: C

QUESTION 6

Which statement is descriptive of HP Care Pack Services?

A. They do not include educational services.

B. They provide basic support only and are not intended for mission critical customers.

C. They are support packages that expand and extend standard warranties for HP hardware and software.

D. They provide hardware support, but must be combined with other offerings for software support.

Correct Answer: C

QUESTION 7

Your customer\\'s employees are complaining about their wireless user experience. Which HP solution should you recommend?

A. HP Wireless Access Point

B. HP Data Protector Express

C. HP Insight Control

D. HP Systems Insight Manager

Correct Answer: A

QUESTION 8

Why does HP win in the server market?

A. reduced complexity with infrastructure management tools such as Insight Control Remote Management, Data Center Power Control, Intelligent Power Discovery, and Insight Remote Support Software

B. complex visualization without pre-configured bundles that can be readily implemented

C. "single pane-of-glass" management software for simplified lifecycle management across wired and wireless networks with integrated policy control and security for seamless operation and lower maintenance and support costs

D. long-term emphasis on low acquisition costs as opposed to overall value and return on investments (ROI)

Correct Answer: A

QUESTION 9

How can you help to ensure the priority of the voice network for adequate communication?

A. Run IP phones on the same network as data traffic.

B. Add a managed switch and segregate the IP phones and data traffic.

C. Implement an unmanaged switch to separate the voice and data onto separate VLANs.

D. Maintain a legacy Wireless Access Point that does not support the latest high speed protocols.

Correct Answer: B

QUESTION 10

Why does HP win in the networking area?

A. reduced complexity with infrastructure management tools such as Insight Control Remote Management

B. end-to-end visualization solutions and easy to deploy visualization bundles

C. mission critical services to keep business services running 24x7

D. "single pane-of-glass" management software for simplified lifecycle management

Correct Answer: D

QUESTION 11

What is a storage pain point?

A. Natural disasters could cause data loss.

B. Voice networks have not been adequately prioritized.

C. The number of ports cannot support all of the devices.

D. There is no priority routing capability.

Correct Answer: A

QUESTION 12

What is the primary benefit of HP Support Services?

A. They provide a clear list of the contacts needed for each type of issue or concern.

B. They are primarily focused on fixing hardware concerns.

C. They are primarily concerned with patching the operating system.

D. They offer a standardized portfolio of support services and single point of contact.

Correct Answer: D

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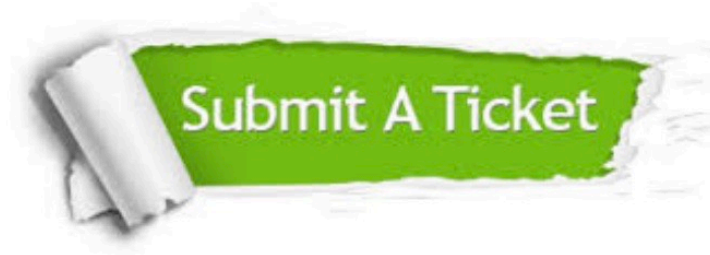
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