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QUESTION 1

What is a realistic customer objection to an HP networking solution?

A. HP is the market leader, but others are catching up.

B. There are cheaper alternatives than HP.

C. HP has less than ten years of experience in the network market.

D. HP does not offer end-to-end solutions.

Correct Answer: B

QUESTION 2

What is the HP solution for customers who frequently run out of disk space?

A. HP Data Protector Express

B. HP Care Pack Services

C. MS Sharepoint

D. X1000 Network Storage System

Correct Answer: D

QUESTION 3

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 4

What is the poorest resource for finding information about midmarket server positioning?

A. annual reports emphasizing investor relations

B. industry reports

C. competitor\\'s server web pages

D. competitor\\'s server press releases

Correct Answer: B

QUESTION 5

Your customer reports the following business problem: inefficiencies as a result of ineffective version management when files are shared and an inconsistent filing model. What is the most likely technology cause for this business problem?

A. no centralized tool for sharing files

B. too many products with check-in, check-out functionality

C. no consistent policy and toolset that runs automatically

D. a lack of troubleshooting and performance tools

Correct Answer: A

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