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QUESTION 1

Which small business customer pain point is addressed by moving from P2P to a first server solution?

- A. no comprehensive portfolio spanning core-to-edge devices
- B. required to keep data safe and secure for years
- C. regularly runs out of space for data storage
- D. needs a safe and single location for company information, with simplified management and backup

Correct Answer: D

QUESTION 2

HP V-Series switches are solutions to which small business customer pain point?

- A. complex set up and configuration
- B. runs out of space regularly
- C. no centralized tools for file sharing
- D. no storage usage tracking tools are in place

Correct Answer: A

QUESTION 3

HP Data Protector Express is targeted at which customer profile?

- A. enterprise businesses
- B. organizations that only do disk to disk to tape backups
- C. organizations that do not have specialized IT staff
- D. organizations that do not do incremental backups

Correct Answer: C

QUESTION 4

How do you justify the higher cost of HP small business networking solutions compared to some competitive offerings?

- A. Indicate that HP networking products provide enhanced security, reliability, and quality.
- B. Point out legal actions taken against competitors\' networking products.



- C. Provide negative reviews about competitors\' networking products you have collected from trade journals.
- D. Give the customer a detailed flow chart that illustrates HP\'s strict component selection criteria.

Correct Answer: D

QUESTION 5

Which HP management software converges network management and orchestration tools?

- A. HP Data Protector Express
- B. HP Intelligent Management Center
- C. HP Insight Control
- D. HP Care Pack Services

Correct Answer: B

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