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QUESTION 1

Match each characteristic to the correct sales engagement type.

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Hot Area:

Short sales cycles and reliance on telesales	transactional or consultative
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Correct Answer:

Short sales cycles and reliance on telesales	transactional or consultative
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QUESTION 2

Match the HP ProLiant Four Pillar with its correct description. (Note: The pillar might also include other features, not mentioned in the description.)

Proactive Service Support

Servers automatically collect information on the IT environment in a cloud-based portal

Embedded tools simplify provisioning, administration and maintenance

Intelligent analytic technologies manage performance and optimize storage capacity

Server technologies eliminate power configuration errors and reduce power and cooling needs.

Dynamic Workload Acceleration

Servers automatically collect information on the IT environment in a cloud-based portal

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Integrated Lifecycle Automation

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Automated Energy Optimization

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Hot Area:



Proactive Service Support

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Automated Energy Optimization

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Correct Answer:

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QUESTION 3

Which customer value does the HP commitment to OpenSource Linux provide?

- A. It provides for free escalation support on all major distributions of Linux running on HP hardware.
- B. It provides an HP distribution of Linux that is less expensive than distributions from competitors.
- C. It provides direct insight into the servers power use, resulting in lower power and cooling costs.
- D. It prevents customers from being locked into a small range of solutions, and also lowers their costs.

Correct Answer: D

QUESTION 4

A discount camera distribution wholesaler has 35 warehouses. The wholesaler uses a scale-out web farm for its Internet sales portal, and redundancy for the web site is currently based on inexpensive nodes. The wholesaler is experiencing rapid growth as it expands into new countries. Which HP server family best meets this customer's needs?

- A. HP Integrity BL800
- B. HP ProLiant BL400
- C. HP Moonshot
- D. HP ProLiant SL6500

Correct Answer: C

SMALL-SIZE		TRADITIONAL DATA CENTER		CLOUD		SCALE-OUT		
Replicated	Small	Medium	Large	Public	Private	HPC	Service Provider	
HP MicroServer								
HP ProLiant ML300								
	HP ProLiant DL300							
	HP ProLiant BL400							
		HP ProLiant DL500/DL900						
		HP ProLiant BL600						
				HP ProLiant DL2000				
				HP ProLiant SL4500				
				HP ProLiant SL6500				
Business Critical Systems				HP Moonshot				
		HP Integrity BL800						



<http://www.brightsideofnews.com/2014/05/06/hp-moonshot-using-arm-64-bit-soc/>

QUESTION 5

A medium-sized research company is considering an HP StoreOnce solution. Which feature distinguishes this HP solution from the competition?

- A. Virtualization that extends even to entry level storage solutions
- B. A thick provisioned memory cluster that protects customers\' data
- C. Support for direct connectivity to servers with Converged Network Adapters (CNAs)
- D. deduplicate data on application servers or backup servers before it is transferred to a centralized HP StoreOnce Backup system

Correct Answer: D

Reference: [http://www8.hp.com/us/en/hp-news/press-release.html? th id=1247991#.Up4SUGQmmZ0](http://www8.hp.com/us/en/hp-news/press-release.html?th id=1247991#.Up4SUGQmmZ0) (HP storeonce: redefining data deduplication, 4 para)

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