

HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Which HP storage innovation removes allocated but unused space without affecting performance?

- A. HP StoreOnce technology
- B. HP flash-optimized storage technologies
- C. HP Memristor technology
- D. HP thin technologies

Correct Answer: D

QUESTION 2

Maintain service level agreements, protect intellectual property, reduce complexity, and reduce costs are characteristic of what type of business issue?

- A. A business issue that primarily affects smaller businesses in the Starting Out phase of the Just Right IT (JRIT) maturity model
- B. A business issue that increases in priority in the Business Expansion stage of the Just Right IT (JRIT) maturity model
- C. A business issue that primarily affects customers in the financial market sector
- D. A vital business issue that is the same regardless of the size of the organization

Correct Answer: A

QUESTION 3

What are the two levels of care from HP Technology Services you can offer to small and medium businesses? (Select two)

- A. HP Foundation care
- B. HP Proactive care
- C. HP Reactive care
- D. HP Core Services care
- E. HP BreakFix care

Correct Answer: BC

QUESTION 4



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What is provided by HP Consulting Services?

- A. Analyzing the customer\\'s business strategies and offering improvements in marketing collateral
- B. Analyzing the customer\\'s contract and optimizing it to the customer\\'s budget
- C. Analyzing the customer\\'s IT environment and developing IT infrastructure strategies
- D. Analyzing a partner\\'s business relationship with the customer and recommending consultative services

Correct Answer: C

QUESTION 5

Your healthcare customer wants to add a separate location for a family practice. They want the new location to have seamless integration into the main location network and support a maximum of five users. Which cost-effective HP networking solution should you recommend?

- A. HP FlexManagement with an HP OfficeConnect switch
- B. HP FlexFabric with an HP 2920 series switch
- C. HP FlexFabric with an HP M220 access point
- D. HP FlexBranch with an HP MSR930-series router

Correct Answer: A

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