



# HP2-E59<sup>Q&As</sup>

Introduction to Selling Servers, Storage, Networking and Services

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### QUESTION 1

Which HP Simply StoreIT solution's value proposition includes improving backup efficiency and shortening backup and recovery times?

- A. HP StoreOnce 2620 backup
- B. HP StoreEver MSL 2024 LT06 tape library
- C. HP StoreVirtual 4330 storage
- D. HP MSA 2040 storage array

Correct Answer: B

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### QUESTION 2

What is customer segmentation?

- A. Subdividing similar customers into groups for prospecting and efficiently uncovering their needs
- B. Dividing a customer's network infrastructure into manageable units for efficient control
- C. Dividing customers by physical location and region for defining sales territories
- D. Grouping the people in a company into similar work segments to improve processes and services

Correct Answer: A

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### QUESTION 3

Which statement is typical of a transactional sales engagement?

- A. The salesperson is seen as a trusted advisor.
- B. The customer is unaware of their IT issue.
- C. The customer looks for the lowest price.
- D. It generally involves a long sales cycle.

Correct Answer: C

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### QUESTION 4

What does scalability mean to a growing business?

- A. A single network infrastructure solution of servers, storage, software, and service that works in any size business



- B. An integrated architecture that reduces costs by reducing or eliminating the need for dedicated IT staff
- C. A combination of servers, storage, networking, software, and services that can expand as the business grows
- D. A variety of computing options that reduce costs and enable easy management for long term service

Correct Answer: C

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#### QUESTION 5

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

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