



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

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Which benefit does an HP Care Pack offer that the HP standard product warranty does not?

- A. Firmware and software upgrades
- B. Replacement of defective parts
- C. Support outside of standard business hours
- D. Troubleshooting support

Correct Answer: D

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#### QUESTION 2

What are three value propositions of HP Simply StoreIT solutions?

- A. Highly secure, highly available, and highly efficient
- B. Easy to configure, easy to buy and easy to use
- C. Simple to manage, affordable to own, and reliable to operate
- D. Simple to install, simple to configure, and energy efficient

Correct Answer: ACD

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#### QUESTION 3

Which HP online tool makes it easy to select the right HP solution bundle to recommend to a small or medium business?

- A. HP Insight Online
- B. LAN Desk solution for HP
- C. HP JRIT
- D. Hpshopping.com

Correct Answer: C

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#### QUESTION 4

During which stage of the customer buying cycle do you ask clarifying questions?

- A. Evaluate Options



- B. Purchase Solution
- C. Recognize Needs
- D. Identify Requirements

Correct Answer: C

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#### QUESTION 5

Which two basic types of network switches does the HP networking portfolio support? (Select two.)

- A. low-speed switches
- B. power switches
- C. high speed switches
- D. managed switches
- E. unmanaged switches

Correct Answer: DE

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