



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

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

QUESTION 2

What are three types of care that HP Technology Services provides? (Select three.)

- A. Proactive Care
- B. Personalized Services
- C. Flexible Care
- D. Simplified Care
- E. Lifecycle Event Services
- F. Foundation Care

Correct Answer: AEF

QUESTION 3

Which HP storage is considered the most reliable for long-term data protection?

- A. HP StoreOnce backup
- B. HP StoreVirtual
- C. HP StoreEvertape library
- D. HP MSA Storage

Correct Answer: C

QUESTION 4

What is a valuable customer benefit of using HP ProLiant Gen8 servers?



- A. Reduced need for network security
- B. Reduced need for dedicated IT staff
- C. Reduced need for data backup
- D. Reduced need for redundant power sources

Correct Answer: B

QUESTION 5

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

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