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Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Your customer is a medical clinic that is acquiring real estate for a second location. The customer is in which Just Right IT (JRIT) stage of growth?

- A. Business expansion
- B. Building momentum
- C. Starting out
- D. Starting to grow

Correct Answer: B

QUESTION 2

What does an IBM customer need to buy for services that are comparable to HP Proactive care?

- A. Multiple services or a custom contract
- B. Credits-based services
- C. HP Proactive care for IBM solutions
- D. Third-party dedicated services

Correct Answer: B

QUESTION 3

What is unified in the HP unified communications capability?

- A. Wireless communication with Ethernet communication
- B. Device configuration management communication and user authentication communication
- C. Device-to-device communication with device-to-network communication
- D. Secure communication with non-secure communication

Correct Answer: A

QUESTION 4

Your customer is in the starting out phase of the Just Right IT (JRIT) maturity model. Which family of HP ProLiant servers would provide a good entry-level solution for the customer?

- A. HP ProLiant ML tower servers



- B. HP ProLiant MicroServers
- C. HP ProLiant SL HyperScale servers
- D. HP ProLiant BL blade servers

Correct Answer: A

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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