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QUESTION 1

Which HPE 3PAR StoreServ model is positioned as an affordable entry point for customers that require up to 400 storage capacity?

- A. HPE 3PAR StoreServ 8200
- B. HPE 3PAR StoreServ 10800
- C. HPE 3PAR StoreServ10400
- D. HPE 3PAR StoreServ 8400

Correct Answer: A

QUESTION 2

Which Bladesystem option provides additional benefits to SMB customers who also need a backup solution ?

- A. dashboard
- B. expansion cage
- C. ?Virtual Connect
- D. internal tape storage blades

Correct Answer: C

QUESTION 3

In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two)

- A. HPE MSA batteries are easier to replace
- B. HPE MSA provides an entry-point DAS solution.
- C. HPA MSE has superior performance.
- D. HPE MSA has more choices for disk drives.
- E. HPE MSA has an upgrade path to new offerings.

Correct Answer: CE

QUESTION 4

What is a cost effective entry-level SAN for a customer that is implementing virtualization?



- A. HPE StoreEver LTO
- B. HPE MSA
- C. HPE StoreOnce VSA
- D. HPE StoreEver Library

Correct Answer: B

QUESTION 5

Which customer behavior are you most likely to experience if you sell an HPE ProLiant server solution with HPE Proactive Care Support?

- A. The customer will grow dependent on the HPE support team.
- B. The customer will refer you to others.
- C. The customer will repurchase from you.
- D. The customer will report greater end-user satisfaction.

Correct Answer: C

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