



# HP2-E43<sup>Q&As</sup>

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#### QUESTION 1

Which small business customer pain point is addressed by moving from P2P to a first server solution?

- A. no comprehensive portfolio spanning core-to-edge devices
- B. required to keep data safe and secure for years
- C. regularly runs out of space for data storage
- D. needs a safe and single location for company information, with simplified management and backup

Correct Answer: D

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#### QUESTION 2

Which question is an example of a networking qualification question?

- A. Has the company introduced virtualization into its environment?
- B. Has the company introduced cloud computing into its environment?
- C. Are server utilization levels too high or too low?
- D. Are there specific tasks that require more bandwidth than others, causing communication delays?

Correct Answer: D

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#### QUESTION 3

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

- A. Understanding the Customer Environment
- B. Closing the Deal
- C. Generating a Customer Offer
- D. Qualifying the Opportunity

Correct Answer: D

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#### QUESTION 4

What are small and midmarket companies less likely to have on their websites than enterprise companies?

- A. an annual report for the shareholders



- B. details about the company's products and services
- C. company news
- D. a distinctive brand

Correct Answer: A

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#### QUESTION 5

Why does HP win in the server market?

- A. reduced complexity with infrastructure management tools such as Insight Control Remote Management, Data Center Power Control, Intelligent Power Discovery, and Insight Remote Support Software
- B. complex visualization without pre-configured bundles that can be readily implemented
- C. "single pane-of-glass" management software for simplified lifecycle management across wired and wireless networks with integrated policy control and security for seamless operation and lower maintenance and support costs
- D. long-term emphasis on low acquisition costs as opposed to overall value and return on investments (ROI)

Correct Answer: A

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#### QUESTION 6

Which pain point or technology issue is addressed by HP Data Protector Express?

- A. unwanted visitors on the wireless LAN
- B. no products with check-in, check-out functionality
- C. no consistent backup tool-set or policy
- D. too much time spent tuning or configuring equipment

Correct Answer: C

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#### QUESTION 7

How do you justify the higher cost of HP small business networking solutions compared to some competitive offerings?

- A. Indicate that HP networking products provide enhanced security, reliability, and quality.
- B. Point out legal actions taken against competitors' networking products.
- C. Provide negative reviews about competitors' networking products you have collected from trade journals.
- D. Give the customer a detailed flow chart that illustrates HP's strict component selection criteria.

Correct Answer: D

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#### QUESTION 8

Which product is an example of small business storage software?

- A. HP Data Protector Express
- B. HP D2000 Disk Enclosures
- C. HP DAT 72x10 Tape Autoloader
- D. HP P2000 Disk Array

Correct Answer: A

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#### QUESTION 9

What is the primary benefit of HP Support Services?

- A. They provide a clear list of the contacts needed for each type of issue or concern.
- B. They are primarily focused on fixing hardware concerns.
- C. They are primarily concerned with patching the operating system.
- D. They offer a standardized portfolio of support services and single point of contact.

Correct Answer: D

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#### QUESTION 10

How can you help to ensure the priority of the voice network for adequate communication?

- A. Run IP phones on the same network as data traffic.
- B. Add a managed switch and segregate the IP phones and data traffic.
- C. Implement an unmanaged switch to separate the voice and data onto separate VLANs.
- D. Maintain a legacy Wireless Access Point that does not support the latest high speed protocols.

Correct Answer: B

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#### QUESTION 11

Which HP product reduces data loss due to human error?

- A. HP D2000 Disc Enclosure
- B. HP Insight Manager



- C. HP Tape Autoloader
- D. HP Secure Encryption

Correct Answer: C

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#### QUESTION 12

HP V-Series switches are solutions to which small business customer pain point?

- A. complex set up and configuration
- B. runs out of space regularly
- C. no centralized tools for file sharing
- D. no storage usage tracking tools are in place

Correct Answer: A

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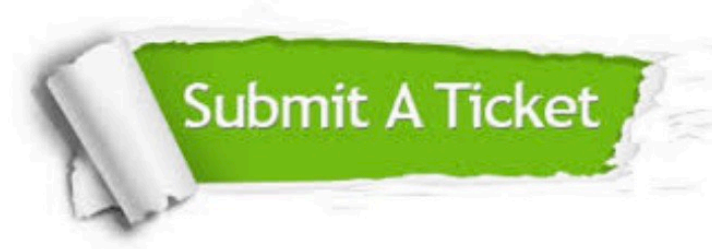
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