

Exam : HP2-E56

Title : Selling HP SMB Solutions

Version : Demo

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1. Why should a customer consider buying HP IP phones for their HP Lync deployment?

- A. Their rich feature set includes hands-free audio quality.
- B. Their LED indicators provide ease-of-use operation.
- C. They are Lync-optimized for seamless plug-and-play ability.
- D. They are the only phones the solution supports.

Answer: C

2. Which components are included in a typical HP client virtualization SMB solution?

- A. HP VDI reference architecture, a ProLiant rack server, HP Thin Clients, and client visualization software provided by a strategic partner
- B. HP VDI reference architecture, a server blade, HP Thin Clients, and client visualization software provided by a strategic partner
- C. A ProLiant server with factory-integrated client virtualization software and HP Thin Clients
- D. A server blade with factory-integrated client virtualization software and HP Thin Clients

Answer: B

3. Your customer's consulting business is experiencing a decline in growth. The customer needs to reduce operating expenses. With a seat size of 45 employees, how can virtualization help the customer operate more efficiently?

- A. provide ability to split up workloads for higher efficiencies and better application support
- B. eliminate the need to refresh hardware which reduces overall capital expenses
- C. move all operations to the cloud, eliminating the need for onsite IT support
- D. reduce network traffic on the company's intranet, reducing overall operating expenses

Answer: A

4. Why are HP VDI reference architectures for mid-sized businesses tested, sized, and optimized for a specific number of users?

- A. to lay the groundwork that will enable businesses to completely eliminate the need to refresh traditional devices
- B. to enable rapid Windows-based deployments with predictable, repeatable costs and performance
- C. to increase the number of HP servers sold by limiting the number of supported users on a single server
- D. to enable each solution to be bundled with an orderable part number to simplify the ordering process and ensure rapid delivery

Answer: A

5. What is a key characteristic of HP FlexNetwork?

- A. It uses a three-tier architecture to easily prioritize network traffic for better bandwidth utilization.
- B. It implements standards-based architecture that can be deployed alongside an existing environment. C. It streamlines IT support and improves network manageability with HP Agentless Management feature. D. It includes tools to simplify IT management and administration of separate networks for voice and data.

Answer: B

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