



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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**QUESTION 1**

Why are HP StoreOnce backup solutions called StoreOnce?

- A. Because they enable faster searches to locate and analyze files for informed business decisions
- B. Because they include architecture to accommodate flash-based storage
- C. Because they include federated deduplication capabilities with many HP patented innovations
- D. Because they eliminate the need to dedicate physical storage until it is actually needed

Correct Answer: C

QUESTION 2

What is the Just Right IT maturity model?

- A. A basic approach of customizing strategies to build business momentum that enable business expansion
- B. A business customization concept of entering a market and enabling growth
- C. The three basic stages of business growth: starting out, building momentum, and business
- D. Expansion a basic solution concept to be customized based on customer needs and individual business models

Correct Answer: B

QUESTION 3

Your healthcare customer wants to add a separate location for a family practice. They want the new location to have seamless integration into the main location network and support a maximum of five users. Which cost-effective HP networking solution should you recommend?

- A. HP FlexManagement with an HP OfficeConnect switch
- B. HP FlexFabric with an HP 2920 series switch
- C. HP FlexFabric with an HP M220 access point
- D. HP FlexBranch with an HP MSR930-series router

Correct Answer: A

QUESTION 4

What does ease of integration mean as one of the important IT trends for small and medium business?

- A. Full integration between security, ease of use, and scalability in computing



- B. Integration toward the right computing environment to meet future requirements
- C. Integration toward simplified growth with cost controls
- D. A totally integrated solution across server, storage, and network infrastructures

Correct Answer: D

QUESTION 5

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 6

Which HP storage innovation removes allocated but unused space without affecting performance?

- A. HP StoreOnce technology
- B. HP flash-optimized storage technologies
- C. HP Memristor technology
- D. HP thin technologies

Correct Answer: D

QUESTION 7

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 8**

Maintain service level agreements, protect intellectual property, reduce complexity, and reduce costs are characteristic of what type of business issue?

- A. A business issue that primarily affects smaller businesses in the Starting Out phase of the Just Right IT (JRIT) maturity model
- B. A business issue that increases in priority in the Business Expansion stage of the Just Right IT (JRIT) maturity model
- C. A business issue that primarily affects customers in the financial market sector
- D. A vital business issue that is the same regardless of the size of the organization

Correct Answer: A

QUESTION 9

Which HP online tool makes it easy to select the right HP solution bundle to recommend to a small or medium business?

- A. HP Insight Online
- B. LAN Desk solution for HP
- C. HP JRIT
- D. Hpshopping.com

Correct Answer: C

QUESTION 10

Which customer types represent a vertical market sector?

- A. A regional hospital and a healthcare clinic
- B. A bank branch and a healthcare clinic
- C. A regional bank and a regional hospital
- D. A regional hospital and a local bank

Correct Answer: B

QUESTION 11

Your customer is entering an expansion phase of their IT infrastructure, after having successfully established a MicroServer/ProLiant ML300 base. Which additional HP products should you recommend to your customer?

- A. HP ProLiant SL6500



- B. HP ProLiant DL500/DL900 series
- C. HP ProLiant Z420 server
- D. HP M220 wireless access point

Correct Answer: B

QUESTION 12

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

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