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### **QUESTION 1**

Which customer objection are you LEAST likely to hear in reference to an HP server solution?

- A. Virtualization is complex and risky.
- B. My warranties are still in effect, so why should I consolidate and refresh?
- C. I cannot afford the whole management suite.
- D. I checked the Insight Remote Support Pricing, and it is too expensive.

Correct Answer: D

### **QUESTION 2**

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

### **QUESTION 3**

Which questions are examples of small business server qualification questions? (Select three.)

- A. Do you need to consolidate calendars and files among employees?
- B. Do you struggle with keeping consistent files among employees?
- C. Do you have multiple locations?
- D. Do you have files that should be restricted to certain employees only?
- E. Do you have a website?

Correct Answer: ABD

### **QUESTION 4**

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

### **QUESTION 5**

Which statement about HP Data Protector Express is true?

- A. It does not support Microsoft SQL or Windows environments.
- B. It does not support multi-tier backup or recovery.
- C. It does not contain file archiving functionality.
- D. It does not provide job scheduling functionality.
- Correct Answer: C

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