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QUESTION 1

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 2

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

QUESTION 3

In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?

- A. cloud computing
- B. consolidation
- C. sprawl
- D. business protection

Correct Answer: C

QUESTION 4

Which factor will competitors most likely attack on HP storage products?

- A. cost



- B. quality
- C. a lack of innovative features
- D. reliability

Correct Answer: C

QUESTION 5

What is HP Data Protector Express?

- A. a security device
- B. performance software
- C. backup and recovery software
- D. an enterprise converged infrastructure solution

Correct Answer: C

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