



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Your customer uses a variety of solutions from multiple vendors in their network. Which value differentiator is the best response to overcome their objection of adding HP as a new vendor of storage and network infrastructure solutions?

- A. HP offers positive return on investment in as little as five months with the right selection of servers, storage, and network products
- B. HP Technology Services are a single point of contact for HP and third-party vendors
- C. HP offers the Get Thin Guarantee that the customer will reduce their storage capacity requirements by 50%
- D. HP is the world leader in storage solutions, and that is enough to know they are making the right decision

Correct Answer: B

QUESTION 2

Your customer has purchased an HP Simply StoreIT solution. What should you do next?

- A. Ask clarifying questions.
- B. Identify new opportunities.
- C. Show how the solution addresses the customer's needs.
- D. Address potential objections.

Correct Answer: B

QUESTION 3

What are three value propositions of HP Simply StoreIT solutions?

- A. Highly secure, highly available, and highly efficient
- B. Easy to configure, easy to buy and easy to use
- C. Simple to manage, affordable to own, and reliable to operate
- D. Simple to install, simple to configure, and energy efficient

Correct Answer: ACD

QUESTION 4

Which HP Simply StoreIT solution includes SAN management and is particularly easy for ProLiant and BladeSystem administrators to use?



- A. HP StoreEasy
- B. HPStoreOnce
- C. HP StoreEver
- D. HP MSA servers

Correct Answer: B

QUESTION 5

Why does HP use the term polymorphic storage to describe HP 3PAR StoreServ storage?

- A. Because it is future proof in that it exists in several forms and can grow with freedom in any direction
- B. Because it includes patented variable chunking with intelligent container matching for faster backups
- C. Because it can achieve twice the VM density in physical VMware vSphere environments
- D. Because it reduces storage capacity by up to 50% thus increasing free disk capacity, while decreasing service and support costs

Correct Answer: A

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