HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

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 2

Your customer, a regional bank, is purchasing network solutions to support their 24-hour online banking services. Which HP Care Pack should you recommend?

A. 4-hour proactive support with 24x7 coverage

B. Only the amount of coverage that offsets the cost of one day of downtime

C. 6-hour reactive support

D. Standard warranty

Correct Answer: A

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

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

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

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