



# HP2-E59<sup>Q&As</sup>

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

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#### QUESTION 2

What is the difference between computer memory and computer storage?

- A. Computer memory is the storage hierarchy; computer storage is a subset of the computer memory.
- B. Computer memory handles data from input devices; computer storage handles data from output devices.
- C. Computer memory is the fast, volatile data-retention technologies; computer storage is the slower, permanent data-retention technologies.
- D. Computer memory includes the arithmetic unit of the CPU; computer storage includes the control unit of the CPU.

Correct Answer: C

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#### QUESTION 3

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

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#### QUESTION 4

What should you think about during the Mitigate Risk stage of the customer buying cycle? (Select two.)



- A. Solution option considerations
- B. The customers stage in the maturity model
- C. Potential customer objections
- D. The potential profit margin of the solution
- E. The potential services you can offer

Correct Answer: AC

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#### QUESTION 5

What is customer segmentation?

- A. Subdividing similar customers into groups for prospecting and efficiently uncovering their needs
- B. Dividing a customers network infrastructure into manageable units for efficient control
- C. Dividing customers by physical location and region for defining sales territories
- D. Grouping the people in a company into similar work segments to improve processes and services

Correct Answer: A

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