



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

Your customer is required by government regulation to maintain long-term permanent backups. Which HP Simply StoreIT solution would you recommend?

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

Correct Answer: D

QUESTION 2

What is a valuable customer benefit of using HP ProLiant Gen8 servers?

- A. Reduced need for network security
- B. Reduced need for dedicated IT staff
- C. Reduced need for data backup
- D. Reduced need for redundant power sources

Correct Answer: B

QUESTION 3

What is the minimum/basic level of HP support recommended for HP servers?

- A. HP Proactive Select
- B. HP Proactive Care
- C. HP Datacenter Care
- D. HP Collaborative Support

Correct Answer: B

QUESTION 4

Maintain service level agreements, protect intellectual property, reduce complexity, and reduce costs are characteristic of what type of business issue?

- A. A business issue that primarily affects smaller businesses in the Starting Out phase of the Just Right IT (JRIT)



maturity model

- B. A business issue that increases in priority in the Business Expansion stage of the Just Right IT (JRIT) maturity model
- C. A business issue that primarily affects customers in the financial market sector
- D. A vital business issue that is the same regardless of the size of the organization

Correct Answer: A

QUESTION 5

Which type of influencer wants proof of performance and is concerned with competitive advantages for the business?

- A. The economic buyer
- B. The technical buyer
- C. The user
- D. The coach

Correct Answer: A

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