HP2-E59^Q&As

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

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

QUESTION 2

Which of the four pillars of HP ProLiant server capabilities gives HP ProLiant Gen8 servers the ability to provide significantly more compute power per watt over previous generation servers?

A. Proactive server support

B. Integrated lifecycle automation

C. Automated energy optimization

D. Dynamic workload acceleration

Correct Answer: C

QUESTION 3

Which statement is typical of a transactional sales engagement?

A. The salesperson is seen as a trusted advisor.

B. The customer is unaware of their IT issue.

C. The customer looks for the lowest price.

D. It generally involves a long sales cycle.

Correct Answer: C

QUESTION 4

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

QUESTION 5

What is single pane of glass management?

A. Management of all monitors on the network at the same time

B. Complete set of security solutions that address sophisticated security threats

C. Unified communication between wired and wireless connections

D. Single-point network management with visibility across entire networks

Correct Answer: A

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