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QUESTION 1

What is one customer challenge that traditional campus networks face?

- A. IT uses a single management tool for both wired and wireless networks, which limits efficiency
- B. Inconsistent wired and wireless user experience limits productivity.
- C. Voice, video, and data traffic must be separated onto their own networks
- D. There is insufficient use of wireless networks to justify the investment in mobility solutions

Correct Answer: B

QUESTION 2

A small consulting company needs to retain and protect confidential client records offsite. What is an appropriate backup and data protection solution to recommend?

- A. HPE StoreEver LTO Tape Autoloader
- B. HPE StoreVirtual 4000
- C. HPE StoreOnce 2900
- D. HPE StoreEasy 1840

Correct Answer: A

QUESTION 3

Which HPE product is ideally suited for rapidly growing SMB customers because it provides data mobility, high availability, and low-cost storage?

- A. HPE StoreOnce 2900
- B. HPE StoreVirtual VSA
- C. HPE 3PAR StoreServ 8400
- D. HPE StoreEasy

Correct Answer: B

QUESTION 4

What is a key optional feature that customers can purchase with HPE Foundation care?

- A. software features support



- B. access to firmware updates
- C. defective media retention
- D. onsite hardware support

Correct Answer: C

QUESTION 5

How does HPE Financial Services (HPEFS) benefit HPE and partner sales representatives ? (Select two)

- A. HPEFS incentives can increase the margin of the sale
- B. HPEFS staff can increase the value of the sale by positioning add-on services to the customer
- C. Monthly payments to HPEFS provides a steady and predictable stream of revenue to sales representatives.
- D. Sales representatives build stronger relationships with their customer as they help them with the application process
- E. Sales representatives can sell more and earn more by offering affordable monthly payments.

Correct Answer: AB

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