



# HP2-E43<sup>Q&As</sup>

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### QUESTION 1

What is a typical customer objection to HP service support?

- A. My staff is knowledgeable and can handle most issues.
- B. My staff has plenty of time to focus on core business issues and handle IT issues and business issues at the same time.
- C. I do not need to shorten the time to ROI.
- D. I am not concerned about protecting against future downtime.

Correct Answer: A

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### QUESTION 2

Your customer complains that when files are shared, version management and the filing model are inconsistent. What is an appropriate solution for this customer pain point?

- A. a managed switch
- B. Data Protector Express
- C. a ProLiant Server with Microsoft SharePoint Server
- D. a DAT storage solution

Correct Answer: C

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### QUESTION 3

Why does HP win in the networking area?

- A. reduced complexity with infrastructure management tools such as Insight Control Remote Management
- B. end-to-end visualization solutions and easy to deploy visualization bundles
- C. mission critical services to keep business services running 24x7
- D. "single pane-of-glass" management software for simplified lifecycle management

Correct Answer: D

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### QUESTION 4

Which statement about DAT tape devices is true?

- A. They provide proven reliability and low total cost of ownership.



- B. They are an obsolete technology, and should be replaced by disk.
- C. They are a storage expert in a box solution.
- D. They are no longer offered by HP.

Correct Answer: A

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#### QUESTION 5

Which ProLiant advantages should you share with a customer in a competitive situation? (Select three )

- A. lower noise levels
- B. smaller footprints
- C. efficient power supply
- D. supports Windows Server and stores files
- E. improved network bandwidth E3 improved data compression

Correct Answer: BCD

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