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QUESTION 1

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

QUESTION 2

What do HP Care Pack Services provide?

- A. a choice of reactive and proactive support services that boost IT availability, maintain business continuity, reduce complexity, and control costs
- B. service solutions that provide the processes to purchase what the customer needs today
- C. a vast solution for economies of scale and native innovation across the converged infrastructure
- D. a reactive and proactive, comprehensive portfolio spanning core-to-edge devices

Correct Answer: A

QUESTION 3

What can a small business customer do to segregate high bandwidth network activities from the rest of the load?

- A. add a router
- B. add an unmanaged switch
- C. add a managed switch
- D. add link aggregation trunking

Correct Answer: C

QUESTION 4

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

QUESTION 5

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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