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**QUESTION 1**

Your customer is experiencing slow response time for applications, and has diagnosed the problem as poor switch management. Why would a managed switch be a good solution?

- A. Managed switches monitor network performance for bottlenecks.
- B. Managed switches are designed to automate and reduce the configuration effort.
- C. Managed switches are entry-level wireless access points that do not support dual networks.
- D. Managed switches will keep all visitors off of the customer's wireless LAN.

Correct Answer: A

QUESTION 2

In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?

- A. cloud computing
- B. consolidation
- C. sprawl
- D. business protection

Correct Answer: C

QUESTION 3

The HP Partner Sales Advantage Tool (PSA Tool) is primarily intended for use during which step in the sales cycle?

- A. Closing the Deal
- B. Generating a Customer Offer
- C. Identifying the Customer Pain Points
- D. Detailed Solution Configuration

Correct Answer: C

QUESTION 4

Which pain point or technology issue is addressed by HP Data Protector Express?

- A. unwanted visitors on the wireless LAN



- B. no products with check-in, check-out functionality
- C. no consistent backup tool-set or policy
- D. too much time spent tuning or configuring equipment

Correct Answer: C

QUESTION 5

Sharing, Connecting, Creating, Storing, and Printing are the IT-enabled activities that serve as the pillars for which HP solution offering?

- A. HP Midsize Business Center
- B. HP Just Right IT for Small Business
- C. HP SMB Solutions
- D. HP Authorized Reseller Solutions

Correct Answer: C

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