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QUESTION 1

Your customer's employees are complaining about their wireless user experience. Which HP solution should you recommend?

- A. HP Wireless Access Point
- B. HP Data Protector Express
- C. HP Insight Control
- D. HP Systems Insight Manager

Correct Answer: A

QUESTION 2

What is the poorest resource for finding information about midmarket server positioning?

- A. annual reports emphasizing investor relations
- B. industry reports
- C. competitor's server web pages
- D. competitor's server press releases

Correct Answer: A

QUESTION 3

Which customer objection are you LEAST likely to hear in reference to an HP server solution?

- A. Virtualization is complex and risky.
- B. My warranties are still in effect, so why should I consolidate and refresh?
- C. I cannot afford the whole management suite.
- D. I checked the Insight Remote Support Pricing, and it is too expensive.

Correct Answer: D

QUESTION 4

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 5

How can you help to ensure the priority of the voice network for adequate communication?

- A. Run IP phones on the same network as data traffic.
- B. Add a managed switch and segregate the IP phones and data traffic.
- C. Implement an unmanaged switch to separate the voice and data onto separate VLANs.
- D. Maintain a legacy Wireless Access Point that does not support the latest high speed protocols.

Correct Answer: B

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