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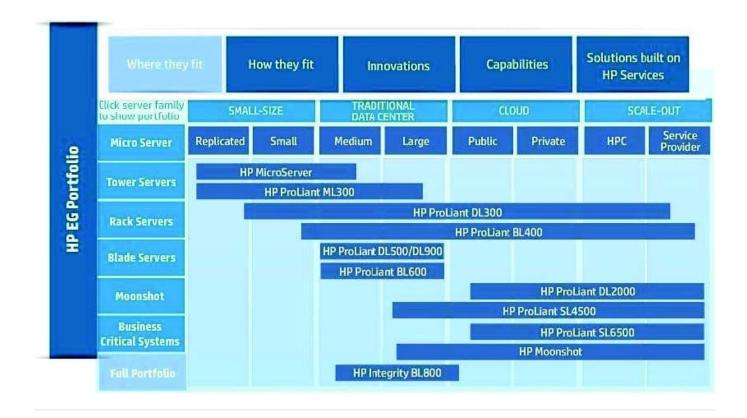


QUESTION 1

A small business owner is looking for a basic storage solution. What other non-storage product should you offer as a cross-self?

- A. HP MicroServer
- B. HP Moonshot 1500 Chassis
- C. HP 3PAR system
- D. HP FlexFabric 59X0 Series switch

Correct Answer: A



QUESTION 2

A customer is calculating the Return on Investment (ROI) of an HP solution. Over the solution\\'s lifetime, in present dollars, the company expects: \$1,000,000 USD in investment gains \$800,000 USD in costs for the investment

What is the ROI?

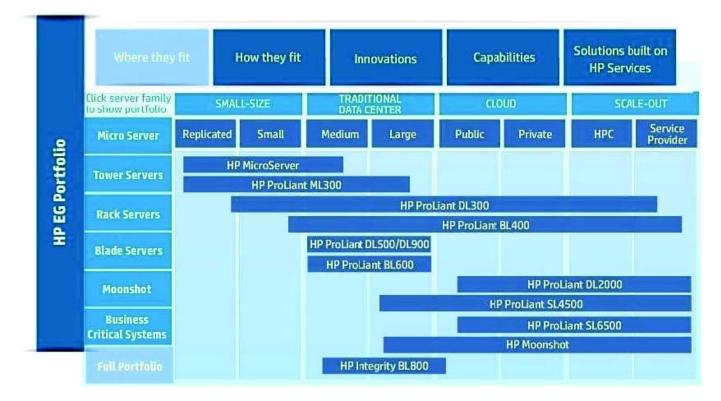
- A. 20 percent
- B. 25 percent



- C. 80 percent
- D. 125 percent
- Correct Answer: B

ROI = (Gain from Investment - Cost of Investment) Cost of Investment

QUESTION 3





EG Portfolio	Where they fit		Innovations	Capabilities	Solutions built on HP Services
	Ciick storage segment to show portfolio	Starting Out	Building Momentum Bu		ing Growth Agile Enterp
	Just Right IT			Fabric	HP XP Storage
	(Ertry Storage) Portfolio	HP D-Series Disk Endosures			
	Primary Storage Portfolio		HP MSA Storage StoreVirtual Storage		
			StoreEasy Storage		
4	Backup, Recovery	HP StoreEver Tap Drives	HP StoreEver Autoloader	HP StoreEver MSL Tape Librari	25
	and Archive Portfolio		HP StoreOnce 2000 sen	HP StoreOnce 4000 set	ries
	Exiline				HP StoreEver ESL Tape L
	Storage Portfolio				HP StoreOnce 6000 se HP StoreAll

You are looking for the right HP server solution for a customer. Where can you find server positioning information?

- A. HP Just Right Guide or Simply IT Solutions Guide
- B. HP Solutions Builder Program portal
- C. HP Systems Insight Management (SIM) portal
- D. HP Network Design Consulting Guide

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Correct Answer: A
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http://h17007.www1.hp.com/docs/justrightit/100261473-1%20JRIT_Solution_Guide_RD4_0823_ct.pdf

QUESTION 4

How should you assess a customer\\'s needs for an HP Medium Business Group solution?

- A. Because mid-market customers rarely have similar goals, do not attempt to segment customers by needs
- B. Consider a variety of factors including IT maturity, financial goals, and the competitive environment.
- C. Primarily use the company\\'s financial goals to determine the correct "one size fits air solution.
- D. Primarily consider the specific number of employees to determine the appropriate solution.

Correct Answer: B

Customer needs can depend on several factors: (Study guide p.6) Level of IT maturity Organizational maturity Buying cycle Industry trends Competitive environment Management style Financial position



QUESTION 5

A customer is currently using an older storage technology. The customer would like to move to HP 3PAR StoreServ Storage, but is worried about the business disruption that moving to a new storage system might cause. Which HP services would you suggest? (Select two.)

- A. HP Data Migration
- B. HP Storage Impact Analysis
- C. HP 3PAR Storage Assessment
- D. Proactive Care 24 x 7
- E. HP 3PAR Health Check

Correct Answer: AD

Strategy	Design	Implementation	Operation	Continual Improvement
HP Storage Efficiency Analysis	 HP Storage Impact Analysis HP Storage Modernization 	 HP EVA to 3PAR StoreServ Acceleration HP 3PAR StoreServ Installation and Startup HP 3PAR Software Installation and Startup HP Thin Volume Conversion 	 HP Proactive Care 24x7 HP Proactive Care Personalized Support option HP Proactive Select Credits 	 HP 3PAR Health Check HP 3PAR Storage Assessment HP Performance Analysis HP 3PAR Rebalance HP SAN Assessment

HP Proactive Care with 24x7 cover would minimize unplanned down time and pay for itself.(Study guide p.28)

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