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Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

What does scalability mean to a growing business?

A. A single network infrastructure solution of servers, storage, software, and service that works in any size business

B. An integrated architecture that reduces costs by reducing or eliminating the need for dedicated IT staff

C. A combination of servers, storage, networking, software, and services that can expand as the business grows

D. A variety of computing options that reduce costs and enable easy management for long term service

Correct Answer: C

QUESTION 2

Your customer is in the building momentum stage of the Just Right IT (JRIT) maturity model and has multiple remote and branch offices. Which HP line of servers would likely fit best into their infrastructure?

A. HP ProLiant tower servers

B. HP ProLiant client servers

C. HP ProLiant Micro Servers

D. HP ProLiant rack servers

Correct Answer: A

QUESTION 3

What should you think about during the Mitigate Risk stage of the customer buying cycle? (Select two.)

A. Solution option considerations

B. The customers stage in the maturity model

C. Potential customer objections

D. The potential profit margin of the solution

E. The potential services you can offer

Correct Answer: AC

QUESTION 4

What are the two levels of care from HP Technology Services you can offer to small and medium businesses? (Select two)

A. HP Foundation care

B. HP Proactive care

C. HP Reactive care

D. HP Core Services care

E. HP BreakFix care

Correct Answer: BC

QUESTION 5

What does ease of integration mean as one of the important IT trends for small and medium business?

A. Full integration between security, ease of use, and scalability in computing

B. Integration toward the right computing environment to meet future requirements

C. Integration toward simplified growth with cost controls

D. A totally integrated solution across server, storage, and network infrastructures

Correct Answer: D

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