



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

What is unified in the HP unified communications capability?

- A. Wireless communication with Ethernet communication
- B. Device configuration management communication and user authentication communication
- C. Device-to-device communication with device-to-network communication
- D. Secure communication with non-secure communication

Correct Answer: A

QUESTION 2

Which type of influencer wants proof of performance and is concerned with competitive advantages for the business?

- A. The economic buyer
- B. The technical buyer
- C. The user
- D. The coach

Correct Answer: A

QUESTION 3

Your customer is required by government regulation to maintain long-term permanent backups. Which HP Simply StoreIT solution would you recommend?

- A. HP MSA servers
- B. HP StoreEasy
- C. HP StoreEver
- D. HP StoreOnce

Correct Answer: D

QUESTION 4

What is a valuable customer benefit of using HP ProLiant Gen8 servers?

- A. Reduced need for network security



- B. Reduced need for dedicated IT staff
- C. Reduced need for data backup
- D. Reduced need for redundant power sources

Correct Answer: B

QUESTION 5

What are three value propositions of HP Simply StoreIT solutions?

- A. Highly secure, highly available, and highly efficient
- B. Easy to configure, easy to buy and easy to use
- C. Simple to manage, affordable to own, and reliable to operate
- D. Simple to install, simple to configure, and energy efficient

Correct Answer: ACD

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