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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