



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

What is single pane of glass management?

- A. Management of all monitors on the network at the same time
- B. Complete set of security solutions that address sophisticated security threats
- C. Unified communication between wired and wireless connections
- D. Single-point network management with visibility across entire networks

Correct Answer: A

QUESTION 2

Which HP storage solution is recommended as the top-level scalable storage for businesses in the business expansion phase of the Just Right IT (JRIT) maturity model?

- A. HP StoreEver MSL tape autoloader
- B. HP StoreOnce 4000 series backup
- C. HP D-series disk enclosure
- D. HP StoreFabric storage

Correct Answer: A

QUESTION 3

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

QUESTION 4

Match the description to the type of sales engagement (transactional or consultative)

Hot Area:



Customer knows what they want.

<input type="text"/>	▼
Transactional	
Consultative	

There is a greater reliance on online and telesales.

<input type="text"/>	▼
Transactional	
Consultative	

The salesperson is seen as a trusted advisor.

<input type="text"/>	▼
Transactional	
Consultative	

Sales tend to be large and infrequent.

<input type="text"/>	▼
Transactional	
Consultative	

Correct Answer:



Customer knows what they want.

 Transactional
 Consultative

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 Transactional
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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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