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Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

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
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- B. HP StoreEasy
- C. HP StoreEver
- D. HP StoreOnce

Correct Answer: D

QUESTION 2

What ROI can HP claim with HP ProLiant Gen8 servers?

- A. 3 months
- B. 5 months
- C. 12 months
- D. 13 months

Correct Answer: B

QUESTION 3

Your customer is a medical clinic that is acquiring real estate for a second location. The customer is in which Just Right IT (JRIT) stage of growth?

- A. Business expansion
- B. Building momentum
- C. Starting out
- D. Starting to grow

Correct Answer: B

QUESTION 4

Your healthcare customer wants to add a separate location for a family practice. They want the new location to have seamless integration into the main location network and support a maximum of five users. Which cost-effective HP networking solution should you recommend?



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- A. HP FlexManagement with an HP OfficeConnect switch
- B. HP FlexFabric with an HP 2920 series switch
- C. HP FlexFabric with an HP M220 access point
- D. HP FlexBranch with an HP MSR930-series router

Correct Answer: A

QUESTION 5

What is customer segmentation?

- A. Subdividing similar customers into groups for prospecting and efficiently uncovering their needs
- B. Dividing a customers network infrastructure into manageable units for efficient control
- C. Dividing customers by physical location and region for defining sales territories
- D. Grouping the people in a company into similar work segments to improve processes and services

Correct Answer: A

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