



# HP2-E59<sup>Q&As</sup>

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Your customer uses a variety of solutions from multiple vendors in their network. Which value differentiator is the best response to overcome their objection of adding HP as a new vendor of storage and network infrastructure solutions?

- A. HP offers positive return on investment in as little as five months with the right selection of servers, storage, and network products
- B. HP Technology Services are a single point of contact for HP and third-party vendors
- C. HP offers the Get Thin Guarantee that the customer will reduce their storage capacity requirements by 50%
- D. HP is the world leader in storage solutions, and that is enough to know they are making the right decision

Correct Answer: B

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#### QUESTION 2

Who is HP's leading competitor in networking infrastructure products and services?

- A. IBM
- B. Cisco
- C. Linksys
- D. Dell

Correct Answer: B

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#### QUESTION 3

Which customer types represent businesses that could be in a horizontal market sector?

- A. A regional bank and a healthcare clinic
- B. A discount food store and a supermarket
- C. A regional hospital and a healthcare clinic
- D. A regional bank and an international bank

Correct Answer: B

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#### QUESTION 4

Your customer is in the business expansion stage of the Just Right IT (JRIT) maturity model and wants to enlarge a call center. Which server is likely to be the best solution for this customer?



- A. HP ProLiant MicroServer Gen8
- B. HP Proliant DL350p
- C. HP ProLiant MicroServer
- D. HP ProLiant ML350e

Correct Answer: B

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#### QUESTION 5

Which two basic types of network switches does the HP networking portfolio support? (Select two.)

- A. low-speed switches
- B. power switches
- C. high speed switches
- D. managed switches
- E. unmanaged switches

Correct Answer: DE

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