



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

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Your customer is in the starting out phase of the Just Right IT (JRIT) maturity model. Which family of HP ProLiant servers would provide a good entry-level solution for the customer?

- A. HP ProLiant ML tower servers
- B. HP ProLiant MicroServers
- C. HP ProLiant SL HyperScale servers
- D. HP ProLiant BL blade servers

Correct Answer: A

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#### QUESTION 2

During which stage of the customer buying cycle do you ask clarifying questions?

- A. Evaluate Options
- B. Purchase Solution
- C. Recognize Needs
- D. Identify Requirements

Correct Answer: C

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#### QUESTION 3

Why are HP StoreOnce backup solutions called StoreOnce?

- A. Because they enable faster searches to locate and analyze files for informed business decisions
- B. Because they include architecture to accommodate flash-based storage
- C. Because they include federated deduplication capabilities with many HP patented innovations
- D. Because they eliminate the need to dedicate physical storage until it is actually needed

Correct Answer: C

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#### QUESTION 4

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 5

HP StoreEasy storage is an example of which type of HP Simply StoreIT solution?

- A. HP Simply StoreIT for server virtualization
- B. HP Simply StoreIT for file sharing
- C. HP Simply StoreIT for Exchange
- D. HP Simply StoreIT for SQL Server

Correct Answer: B

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