



Vendor: HP

Exam Code: HP2-E24

Exam Name: HP Service Sales Professional

Version: DEMO

QUESTION 1

Which services should be quoted by default with each storage platform that does not include bundled services? (Select two.)

- A. 1-year HP Care Pack
- B. HP Proactive Service
- C. HP Installation and Startup Service
- D. 3-year HP Care pack

Answer: CD

QUESTION 2

Which HP Care Pack do you advise for HP Scanjets if your customer has critical business needs?

- A. 4-hour Onsite Response, 24x7
- B. Next Day Onsite
- C. Next Day Exchange
- D. 4-hour Onsite Response, 9x5

Answer: D

QUESTION 3

Your customer owns HP ProCurve Network Management software. How long are maintenance releases available at no additional cost?

- A. for as long as the customer owns the product
- B. for one year, starting at the date of the purchase
- C. for a period of 90 days
- D. until the next version is released

Answer: A

QUESTION 4

Which lifetime warranty level is included when selling an HP ProCurve 2910al-24G Switch?

- A. Next-Business-Day
- B. Onsite-Parts-Exchange
- C. SupportPlus
- D. SupportPlus 24

Answer: A

QUESTION 5

You offer either basic Installation or Installation & Start-up Care Pack services to your customers. Which operations constitute the distinction between the two offerings? (Select two)

- A. operation and 9x5 software support verification
- B. coordination of network installation and start-up activities

- C. configuration download
- D. confirmation of software revisions and device cabling
- E. building the configurationfile

Answer: BD

QUESTION 6

What prevents a 5-year HP Care Pack from usage as a post-warranty Care Pack?

- A. The 5-year HP Care Pack can not be registered after the standard warranty period has expired.
- B. The maximum Care Pack lifetime is three years.
- C. Post-warranty service requires individual contracts.
- D. The main warranty is three years, consequently a 2-year Care Pack is required.

Answer: A

QUESTION 7

Which feature do HP Care Pack service offers provide?

- A. hardware and software maintenance
- B. hardware maintenance only
- C. software maintenance only
- D. parts-only coverage

Answer: A

QUESTION 8

Which area is covered if we sell improvement of timeliness of problem resolutions?

- A. increase IT quality
- B. improve agility
- C. mitigate risk
- D. manage costs

Answer: D

QUESTION 9

Which service provides the most complete range of deliverables?

- A. 6-hour Call-to-Repair
- B. 4-hour 24x7
- C. Proactive 24
- D. Next Business Day on-site

Answer: C

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