Vendor: HP

Exam Code: HP2-E59

Exam Name: Introduction to Selling Servers, Storage, Networking and Services

Version: DEMO

QUESTION 1
How should you position the value of HP Technology Services to a customer?

A. Compare the cost of downtime versus the cost of an appropriate HP Care Pack
B. Compare the cost of the standard warranty versus the cost of supporting the hardware internally
C. Compare the cost of an appropriate HP Care Pack with the cost of replacing hardware
D. Compare the cost of downtime versus the cost of the standard warranty

Answer: D
Explanation:
HP Technology Services provides IT design, planning, implementation, integration and maintenance services and support for organizations and government agencies. The group also offers business and technology consulting services.

QUESTION 2
Which end of the HP networking portfolio continuum matches businesses in the Starting Out phase of the HP Just Right IT (JRIT) maturity model?

A. HP Technology Services
B. HP FlexNetwork
C. HP SmartConnect
D. HP OfficeConnect

Answer: D
Explanation:
Starting out with HP OfficeConnect unmanaged solutions The reference architecture for an unmanaged network is ideal for businesses with employees who use a mix of notebooks and desktop computers. You may have added a few employees and you've deployed a server to centrally store and access files to improve worker productivity.

QUESTION 3
Which of the four pillars of HP ProLiant server capabilities gives HP ProLiant Gen8 servers the ability to provide significantly more compute power per watt over previous generation servers?

A. Proactive server support
B. Integrated lifecycle automation
C. Automated energy optimization
D. Dynamic workload acceleration

Answer: C
Explanation:
Automated energy optimization provides 70% more compute power per watt.
Reference: Family guide, HP ProLiant Servers Blade, x86 mainstream rack and tower, and hyperscale servers

QUESTION 4
Your customer, a regional bank, is purchasing network solutions to support their 24-hour online banking services. Which HP Care Pack should you recommend?

A. 4-hour proactive support with 24x7 coverage
B. Only the amount of coverage that offsets the cost of one day of downtime

C. 6-hour reactive support
D. Standard warranty

Answer: A
Explanation:
Proactive 24 service
Proactively enhance your environment's stability, effectiveness, and efficiency. HP Proactive 24
Service is an integrated hardware and software support solution that combines efficient problem
prevention with responsive technical assistance whenever you need it.

QUESTION 5
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

Answer: D
Explanation:
* A horizontal market is a set of diverse business and government entities grouped according to a
common need for selected goods and services. In contrast, a vertical market is a chain of goods
and services providers within a single industry or government sector. Horizontal market spread
across multiple industry but based on one technology.
* A horizontal market is a market that supplies many industries, in contrast with a vertical market
that supplies just one.
* Horizontal markets cross industry boundaries.

QUESTION 6
Which business issue is connected to the proliferation of personal devices on the company
network?

A. Security
B. Space
C. Complexity
D. Analysis

Answer: A
Explanation:
With personal devices now being used to access corporate email, calendars, applications and
data, many organizations are struggling with how to fully define the impact to their security
posture and establish acceptable procedures and support models that balance both their
employees' needs and their security concerns.

QUESTION 7
Your customer has purchased an HP Simply StoreIT solution. What should you do next?

A. Ask clarifying questions.
B. Identify new opportunities.
C. Show how the solution addresses the customer's needs.
D. Address potential objections.

Answer: B

QUESTION 8
How is HP gaining in networking market share at the expense of Cisco?

A. HP outperforms Cisco in most measurable specifications on a data sheet.
B. HP has by far the largest market share in networking solutions.
C. HP is the best choice for more cost-effective networks that are easier to manage.
D. HP offers a wider variety of products and services for more choices in customized solutions

Answer: D
Explanation:
http://h30507.www3.hp.com/t5/HP-Networking/Who-is-eating-more-networking-market- pie/ba-p/95167#.UpN5PWQmlqc

QUESTION 9
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

Answer: C
Explanation:
HP has used Federated Deduplication in its StoreOnce family since 2010.

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