



Vendor: HP

Exam Code: HP2-E46

Exam Name: Selling HP Volume Services Portfolio

Version: DEMO

QUESTION 1

How does the HP ServiceOne program "Expand" the opportunities for HP's resellers?

- A. by simplifying the relationship with HP software partners
- B. by differentiating the reseller relationships with 3rd party hardware vendors
- C. by enhancing their delivery capabilities
- D. by rewarding resellers with 3rd party software pricing

Answer: C

QUESTION 2

The HP ServiceONE program "differentiates" the relationship with resellers by providing preferential access to what?

- A. HP's hardware products
- B. HP's intellectual property and tools
- C. HP's outsourcing services
- D. 3rd party hardware vendor services

Answer: B

QUESTION 3

What are the three elements of the HP ServiceONE specialization?

- A. Lifecycle Partner Focus, Lifecycle Customer Focus, and Differentiated Market
- B. Product Expertise, Customer Knowledge, and Customer Relationship
- C. Technology Focus, Rewards Focus, and Business Focus
- D. Lifecycle Sales, Lifecycle Delivery, and Differentiated Relationship

Answer: D

QUESTION 4

Why should an organization invest in the "Instant-on Enterprise?"

- A. to integrate and automate their business
- B. to create a technology-centric IT architecture
- C. to introduce tablet PCs into their organization
- D. to adopt a distributed server architecture

Answer: A

QUESTION 5

What are the key metrics that determine which reward curve partners will occupy as part of the HP ServiceONE More-for-More Rewards program? (Select two.)

- A. Total Opportunity Performance
- B. Total Operating Profit
- C. Total Penetration Rate
- D. Total Operating Performance

E. Total HP Services Performance of the Partner

Answer: CD

QUESTION 6

When you are at the Think and Design phases of the Solution Lifecycle, what type of services package might you recommend?

- A. HP Contract Services
- B. HP Installation Services
- C. HP 3rd party support services
- D. HP Professional Services

Answer: D

QUESTION 7

Which ratio is calculated to determine a partner's penetration rate?

- A. a partner's total sales to the market average
- B. a partner's hardware sales to their service sales
- C. a partner's HP Care Pack sales to their total services business
- D. a partner's HP Care Pack services sales to their total HP hardware business

Answer: D

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