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QUESTION 1

What is the HP solution for customers who frequently run out of disk space?

- A. HP Data Protector Express
- B. HP Care Pack Services
- C. MS Sharepoint
- D. X1000 Network Storage System

Correct Answer: D

QUESTION 2

What do HP advanced switching, routing, and security solutions with industry-leading scale and performance does for networks?

- A. drive simpler and flatter networks with fewer devices
- B. drive non-native innovation across the infrastructure
- C. drive decisions as to whether to rely on switches or routers
- D. segregates the HP Intelligent Management Center from HP NetworkManagement Software

Correct Answer: A

QUESTION 3

Which customer objection are you LEAST likely to hear in reference to an HP server solution?

- A. Virtualization is complex and risky.
- B. My warranties are still in effect, so why should I consolidate and refresh?
- C. I cannot afford the whole management suite.
- D. I checked the Insight Remote Support Pricing, and it is too expensive.

Correct Answer: D

QUESTION 4

What is the primary benefit of HP Support Services?

- A. They provide a clear list of the contacts needed for each type of issue or concern.



- B. They are primarily focused on fixing hardware concerns.
- C. They are primarily concerned with patching the operating system.
- D. They offer a standardized portfolio of support services and single point of contact.

Correct Answer: D

QUESTION 5

What is HP Data Protector Express?

- A. a security device
- B. performance software
- C. backup and recovery software
- D. an enterprise converged infrastructure solution

Correct Answer: C

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