



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

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Your customer is a medical clinic that is acquiring real estate for a second location. The customer is in which Just Right IT (JRIT) stage of growth?

- A. Business expansion
- B. Building momentum
- C. Starting out
- D. Starting to grow

Correct Answer: B

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#### QUESTION 2

What ROI can HP claim with HP ProLiant Gen8 servers?

- A. 3 months
- B. 5 months
- C. 12 months
- D. 13 months

Correct Answer: B

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#### QUESTION 3

Which HP storage solution is recommended as the top-level scalable storage for businesses in the business expansion phase of the Just Right IT (JRIT) maturity model?

- A. HP StoreEver MSL tape autoloader
- B. HP StoreOnce 4000 series backup
- C. HP D-series disk enclosure
- D. HP StoreFabric storage

Correct Answer: A

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#### QUESTION 4

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

Correct Answer: C

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#### QUESTION 5

According to the Just Right IT (JRIT) maturity model, which business requirement indicates a customer that is in the starting out stage of growth?

- A. The most important consideration for buying a business solution is cost
- B. The business is looking for integrated security and disaster recovery capabilities.
- C. The business has an initiative to improve reliability and uptime in the IT infrastructure.
- D. The IT manager requests information on the latest technology in cloud computing solutions.

Correct Answer: A

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