



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

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

What are three types of care that HP Technology Services provides? (Select three.)

- A. Proactive Care
- B. Personalized Services
- C. Flexible Care
- D. Simplified Care
- E. Lifecycle Event Services
- F. Foundation Care

Correct Answer: AEF

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#### QUESTION 2

Your retail customer is in the Building Momentum stage of the Just Right IT (JRIT) maturity model. Which value differentiator is most applicable for a storage solution in their corporate office?

- A. Environment-wide entitlement
- B. Unique Tier 1 SMB to enterprise array
- C. Pioneering spatial stream MIMO apps
- D. Innovation leader

Correct Answer: B

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#### QUESTION 3

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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#### QUESTION 4



What does an IBM customer need to buy for services that are comparable to HP Proactive care?

- A. Multiple services or a custom contract
- B. Credits-based services
- C. HP Proactive care for IBM solutions
- D. Third-party dedicated services

Correct Answer: B

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#### QUESTION 5

Your customer is required by government regulation to maintain long-term permanent backups. Which HP Simply StoreIT solution would you recommend?

- A. HP MSA servers
- B. HP StoreEasy
- C. HP StoreEver
- D. HP StoreOnce

Correct Answer: D

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