



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

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

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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#### QUESTION 2

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 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

Which customer types represent a vertical market sector?



- A. A regional hospital and a healthcare clinic
- B. A bank branch and a healthcare clinic
- C. A regional bank and a regional hospital
- D. A regional hospital and a local bank

Correct Answer: B

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#### QUESTION 5

At which stage of the Just Right IT (JRIT) maturity model would a customer generally make IT performance a priority?

- A. Business Expansion
- B. Starting Out
- C. Enterprise Building
- D. Building Momentum

Correct Answer: D

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