



HP2-E59^{Q&As}

Introduction to Selling Servers, Storage, Networking and Services

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QUESTION 1

How is HP gaining in networking market share at the expense of Cisco?

- A. HP outperforms Cisco in most measurable specifications on a data sheet.
- B. HP has by far the largest market share in networking solutions.
- C. HP is the best choice for more cost-effective networks that are easier to manage.
- D. HP offers a wider variety of products and services for more choices in customized solutions

Correct Answer: D

QUESTION 2

What is the difference between a network switch and a network router?

- A. A network switch connects devices for communication via Ethernet; a network router connects networks to enable communication between them.
- B. A network switch enables device connections over wireless networks; a network router enables network communications over wireless networks.
- C. A network switch enables multiple devices to share the same monitors; a network router enables devices to use multiple monitors.
- D. A network switch connects networks to enable communication; a network router connects devices for communication over Ethernet.

Correct Answer: A

QUESTION 3

Which type of influencer wants proof of performance and is concerned with competitive advantages for the business?

- A. The economic buyer
- B. The technical buyer
- C. The user
- D. The coach

Correct Answer: A

QUESTION 4

What does scalability mean to a growing business?



- A. A single network infrastructure solution of servers, storage, software, and service that works in any size business
- B. An integrated architecture that reduces costs by reducing or eliminating the need for dedicated IT staff
- C. A combination of servers, storage, networking, software, and services that can expand as the business grows
- D. A variety of computing options that reduce costs and enable easy management for long term service

Correct Answer: C

QUESTION 5

Compared to competitive products, which intelligent feature of HP ProLiant Gen8 servers can significantly reduce a customers server administration workload?

- A. HP Support Center
- B. HP Insight Online
- C. HP OneView
- D. HP Smart Update Manager

Correct Answer: B

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