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QUESTION 1

Which switch series should you recommend for a mid-sized campus core?

A. HPE 5400R

B. HPE 2920

C. HPE 1420

D. HPE 1920

Correct Answer: A

QUESTION 2

What is a best practice for setting HPE networking support services?

A. Establish the business need for support early in the sales cycle.

B. Lead with Foundation Care, because most customers want to keep their support costs low.

C. Engage the customers end users to build a business case for support services.

D. Start advocating support series after the sale when the customer begins thinking about implementation and support needs.

Correct Answer: A

QUESTION 3

Which competitor has no tower server offering to compete with HPE ProLiant Gen9 Tower servers?

A. Dell

B. Cisco

C. IBM

D. Lenovo

Correct Answer: B

QUESTION 4

What are the features of enhanced call handling with HPE Proactive Care Advanced? (Select two)

A. has a guaranteed six-hour time to resolve

B. has a guaranteed four-hour time to respond

C. provides specialists onsite to resolve the issue

D. includes a Critical Event Manager

E. includes follow-up after the incident

Correct Answer: DE

QUESTION 5

What are the three focus areas for HPE data privacy services?

A. encode, eliminate, and reclaim

B. store, alter, and restore

C. retain, remove, and recover

D. hide, release, and refresh

Correct Answer: C

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