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QUESTION 1

Which benefit does HPE Financial Services (HPEFS) provide to SMB customers to address the challenge of what they should do with their old IT hardware?

A. With HPEFS, customers can easily add recycling services

B. With HPEFS, customers can conserve their cash for other investments

C. With HPEFS, customers preserve their existing bank credit lines

D. With HPEFS, customers simply return their equipment at end of life

Correct Answer: B

QUESTION 2

What is a key optional feature that customers can purchase with HPE Foundation care?

A. software features support

B. access to firmware updates

C. defective media retention

D. onsite hardware support

Correct Answer: C

QUESTION 3

Which HPE enclosure is best suited for most SMB customers?

A. 3PAR StoreServ 10000

B. D6000 Disk Enclosure

C. BladeSystem 8-blade c3000 Enclosure

D. BladeSystem 16-blade c7000 Enclosure

Correct Answer: C

QUESTION 4

Which service should you recommend to a customer that wants to transform their storage environment and is considering management services?

A. HPE TS Consulting Services

B. HPE Financial Services

C. HPE CarePack Services

D. HPE TS Support Storage

Correct Answer: B

QUESTION 5

How do HPE solutions for wired and wireless networks reduce total cost of ownership (TCO)?

A. They create a simpler network architecture and include the HPE Limited Lifetime Warranty 2.0.

B. They embed wireless features within switches so that access points (APs) are not necessary

C. They use proprietary HPE software-defined networking (SDN) technologies to eliminate software updates

D. They focus on the 802.11n technologies that customers need rather than expensive 802.11ac technology.

Correct Answer: A

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