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QUESTION 1

What are key competitive differentiators for HPE ProLiant servers? (Select two)

- A. broadest server portfolio
- B. sustained server market leadership
- C. lowest cost servers
- D. strongest customer warranties
- E. widest range of professional services

Correct Answer: AB

QUESTION 2

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 3

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 4

Which customer trigger can be addressed with Instant performance from Aruba Instant Access Points?



- A. The customer does not have an adequate number of IT professionals who have wireless knowledge.
- B. The Wi-Fi network was a significant investment for the customer.
- C. The Wi-Fi network does not meet the customer's business needs
- D. The Wi-Fi network is difficult to manage.

Correct Answer: C

QUESTION 5

How does HPE Financial Services (HPEFS) benefit HPE and partner sales representatives ? (Select two)

- A. HPEFS incentives can increase the margin of the sale
- B. HPEFS staff can increase the value of the sale by positioning add-on services to the customer
- C. Monthly payments to HPEFS provides a steady and predictable stream of revenue to sales representatives.
- D. Sales representatives build stronger relationships with their customer as they help them with the application process
- E. Sales representatives can sell more and earn more by offering affordable monthly payments.

Correct Answer: AB

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