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QUESTION 1

Which statement is descriptive of HP Care Pack Services?

- A. They do not include educational services.
- B. They provide basic support only and are not intended for mission critical customers.
- C. They are support packages that expand and extend standard warranties for HP hardware and software.
- D. They provide hardware support, but must be combined with other offerings for software support.

Correct Answer: C

QUESTION 2

Why does HP win in the networking area?

- A. reduced complexity with infrastructure management tools such as Insight Control Remote Management
- B. end-to-end visualization solutions and easy to deploy visualization bundles
- C. mission critical services to keep business services running 24x7
- D. "single pane-of-glass" management software for simplified lifecycle management

Correct Answer: D

QUESTION 3

Which HP products for smaller businesses provide a single, safe location for employees to share files, documents, applications, and software?

- A. HP Proliant Servers
- B. HP X1000 Network Storage Systems
- C. HP D2000 Disk Enclosures
- D. HP ProBook 4530

Correct Answer: A

QUESTION 4

Which ProLiant advantages should you share with a customer in a competitive situation? (Select three)

- A. lower noise levels



- B. smaller footprints
- C. efficient power supply
- D. supports Windows Server and stores files
- E. improved network bandwidth E3 improved data compression

Correct Answer: BCD

QUESTION 5

Which factor will competitors most likely attack on HP storage products?

- A. cost
- B. quality
- C. a lack of innovative features
- D. reliability

Correct Answer: C

QUESTION 6

The HP Personal Systems Group (PSG) helps shape the future of personal computing by transforming how people think, feel, and connect. Which product is NOT part of the PSG portfolio?

- A. HP Business Desktops
- B. HP Ink and Paper
- C. HP Business Laptops
- D. HP Business Workstations

Correct Answer: B

QUESTION 7

Which statement about DAT tape devices is true?

- A. They provide proven reliability and low total cost of ownership.
- B. They are an obsolete technology, and should be replaced by disk.
- C. They are a storage expert in a box solution.
- D. They are no longer offered by HP.



Correct Answer: A

QUESTION 8

Your customer's employees are complaining about their wireless user experience. Which HP solution should you recommend?

- A. HP Wireless Access Point
- B. HP Data Protector Express
- C. HP Insight Control
- D. HP Systems Insight Manager

Correct Answer: A

QUESTION 9

What is a realistic customer objection to an HP networking solution?

- A. HP is the market leader, but others are catching up.
- B. There are cheaper alternatives than HP.
- C. HP has less than ten years of experience in the network market.
- D. HP does not offer end-to-end solutions.

Correct Answer: B

QUESTION 10

What is a storage-related security issue?

- A. Time is regularly lost recovering PC files.
- B. Backup solutions do not provide secure offsite storage.
- C. Backups are inconsistent and not done for long periods of time.
- D. The company consistently runs out of disk space.

Correct Answer: B

QUESTION 11

Your customer is experiencing slow response time for applications, and has diagnosed the problem as poor switch management. Why would a managed switch be a good solution?



- A. Managed switches monitor network performance for bottlenecks.
- B. Managed switches are designed to automate and reduce the configuration effort.
- C. Managed switches are entry-level wireless access points that do not support dual networks.
- D. Managed switches will keep all visitors off of the customer's wireless LAN.

Correct Answer: A

QUESTION 12

Which HP management software converges network management and orchestration tools?

- A. HP Data Protector Express
- B. HP Intelligent Management Center
- C. HP Insight Control
- D. HP Care Pack Services

Correct Answer: B

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