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QUESTION 1

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

A. HP Prolaint Servers

B. HP X1000 Network Storage Systems

C. HP D2000 Disk Enclosures

D. HP ProBook 4530

Correct Answer: A

QUESTION 2

Which pain point or technology issue is addressed by HP Data Protector Express?

A. unwanted visitors on the wireless LAN

B. no products with check-in, check-out functionality

C. no consistent backup tool-set or policy

D. too much time spent tuning or configuring equipment

Correct Answer: C

QUESTION 3

Determining if a customer is open to a meeting with HP and an HP solution is most closely aligned with which step in the sales cycle?

A. Understanding the Customer Environment

B. Closing the Deal

C. Generating a Customer Offer

D. Qualifying the Opportunity

Correct Answer: D

QUESTION 4

Which question is an example of a storage qualification question?

A. Are there specific tasks that require more bandwidth than others, causing communication delays?

B. Does the customer have or potentially need RAID capability?

C. Has the customer introduced cloud computing into their environment, or expressed an interest in doing so?

D. How many applications are on the customer\\'s server?

Correct Answer: B

QUESTION 5

The HP Partner Sales Advantage Tool (PSA Tool) is primarily intended for use during which step in the sales cycle?

A. Closing the Deal

B. Generating a Customer Offer

C. Identifying the Customer Pain Points

D. Detailed Solution Configuration

Correct Answer: C

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