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QUESTION 1

What is HP Data Protector Express?

- A. a security device
- B. performance software
- C. backup and recovery software
- D. an enterprise converged infrastructure solution

Correct Answer: C

QUESTION 2

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 3

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: A

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

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
- F. improved data compression

Correct Answer: ABC

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