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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

What is the HP solution for data recovery uncertainty?

- A. HP Insight Control Manager
- B. HP Care Pack Service
- C. MS Sharepoint
- D. HP Data Protector Express

Correct Answer: D

QUESTION 3

How do you justify the higher cost of HP small business networking solutions compared to some competitive offerings?

- A. Indicate that HP networking products provide enhanced security, reliability, and quality.
- B. Point out legal actions taken against competitors\' networking products.
- C. Provide negative reviews about competitors\' networking products you have collected from trade journals.
- D. Give the customer a detailed flow chart that illustrates HP\'s strict component selection criteria.

Correct Answer: D

QUESTION 4

In response to business growth, some companies add new IT hardware without having a clear IT strategy or plan to keep up with that growth. What is this IT trend called?

- A. cloud computing



- B. consolidation
- C. sprawl
- D. business protection

Correct Answer: C

QUESTION 5

What is a typical customer objection to HP service support?

- A. My staff is knowledgeable and can handle most issues.
- B. My staff has plenty of time to focus on core business issues and handle IT issues and business issues at the same time.
- C. I do not need to shorten the time to ROI.
- D. I am not concerned about protecting against future downtime.

Correct Answer: A

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