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QUESTION 1

As defined by HP, what are the three midmarket pillars?

- A. Consolidation, Business Protection, Application Acceleration
- B. Application Acceleration, Innovation, Virtualization
- C. Innovation, Business Protection, Virtualization
- D. Application Acceleration, Cloud Computing, Consolidation

Correct Answer: A

QUESTION 2

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 3

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 4

What are small and midmarket companies less likely to have on their websites than enterprise companies?

- A. an annual report for the shareholders



- B. details about the company's products and services
- C. company news
- D. a distinctive brand

Correct Answer: A

QUESTION 5

To effectively sell into a small business, you must demonstrate how HP technology can both fulfill the customer's vision and also provide which other benefit?

- A. Help them transition to a new vision
- B. Increase their total number of employees
- C. Enable cloud computing for the customer
- D. Save the customer time and money

Correct Answer: D

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