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QUESTION 1

A company fits in the "Business Expansion" category of the Just Right IT Maturity model. Which action does that company most likely need to take?

A. Move to an on-premise IT model because simplicity is more important than scalability.

B. Reduce IT costs even if doing so reduces resiliency and availability.

C. Invest in more complex vendor relationships to ensure IT resiliency and scalability.

D. Reduce IT costs by outsourcing most maintenance tasks to local companies.

Correct Answer: C

Business expansion (Study guide p.8) Grow to include multiple sites, products and customers More formal vendor relations with more interaction points More applications and IT infrastructure Potential need for blade servers or cloud computing Small team of IT generalists on-premise Reliability and uptime - priority Advanced security infrastructure More analytics and BI More rigorous DR/BC System integration Staff trained and certified

QUESTION 2
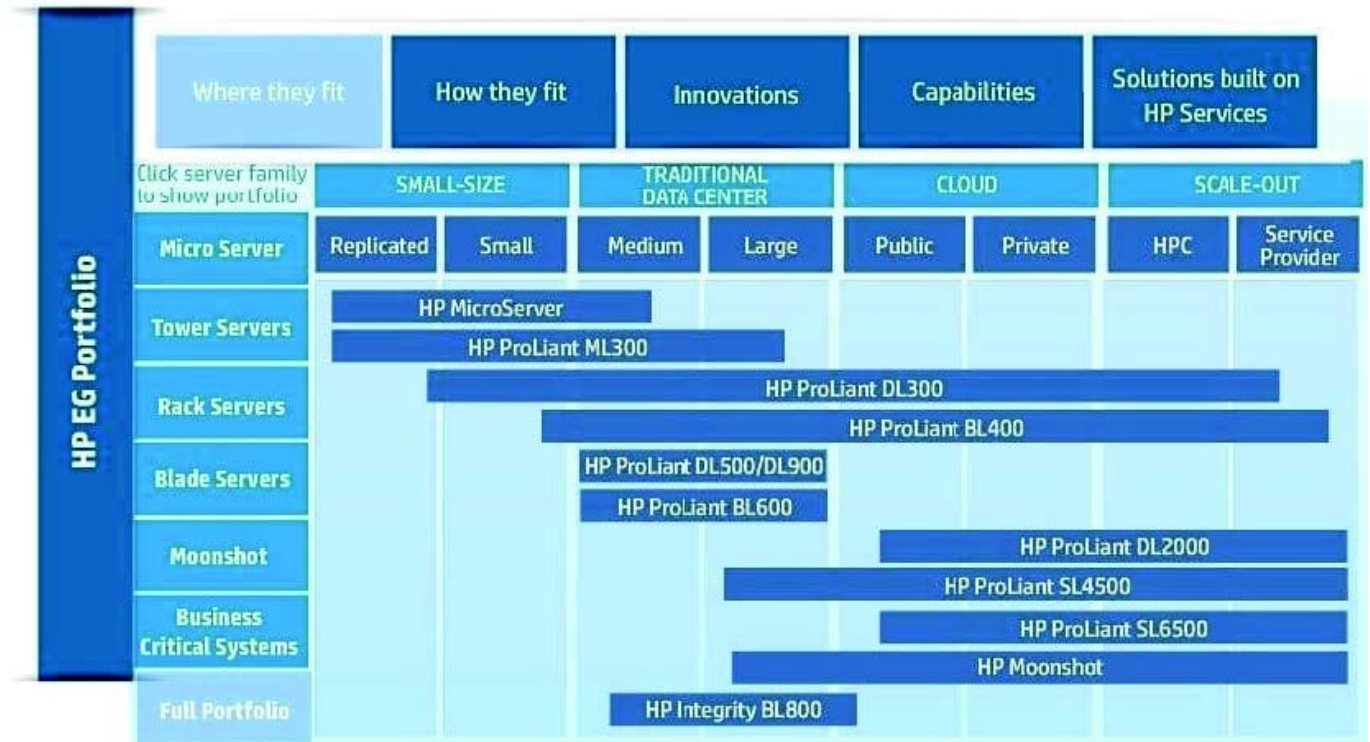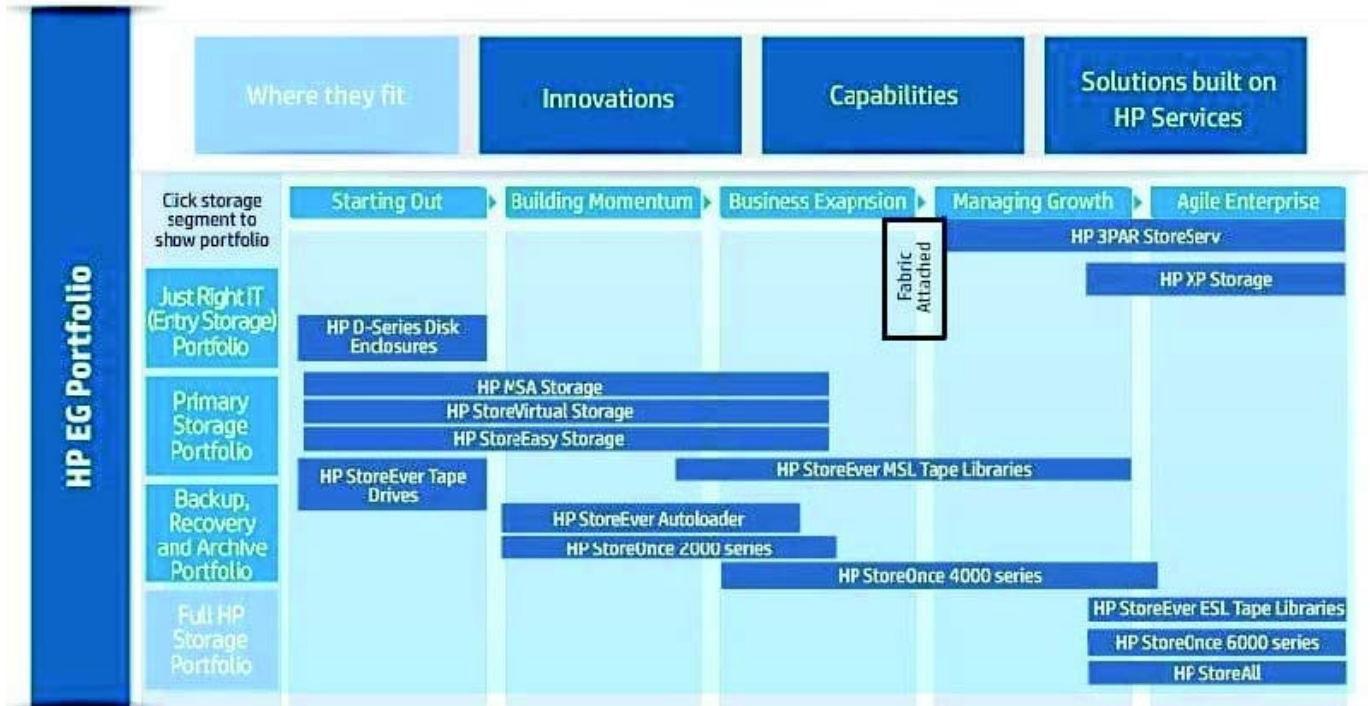
You are looking for the right HP server solution for a customer. Where can you find server positioning information?

A. HP Just Right Guide or Simply IT Solutions Guide

B. HP Solutions Builder Program portal

C. HP Systems Insight Management (SIM) portal

D. HP Network Design Consulting Guide

Correct Answer: A

http://h17007.www1.hp.com/docs/justrightit/100261473- 1%20JRIT_Solution_Guide_RD4_0823_ct.pdf

QUESTION 3

Which IT concern is most related to users\\' demands for mobile access?

A. the lack of security for encryption keys on workflows moving In the cloud

B. the pressure to respond quickly to rapidly-changing technologies

C. the difficulty in scaling network capacity for the Increase in traffic

D. the difficulty in collecting, analyzing, and querying rapidly growing data

Correct Answer: C

Responding to the demand for mobile access: Most legacy network infrastructures were not built to allow consumer-

oriented devices to access corporate data and applications. Lack of network capacity and scalability and Wireless Local Area Network were not originally designed to cope with the huge traffic demands of consumer devices, and support for devices that need to connect is a big consideration (Study guide p.33)

QUESTION 4

Match each characteristic to the correct sales engagement type.

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Hot Area:

Short sales cycles and reliance on telesales	transactional or consultative
Strategic approach with less frequent, but large sales	transactional or consultative
Salesperson who acts as a trusted adviser	transactional or consultative
Heavy reliance on marketing, efficiency, and volume	transactional or consultative

Correct Answer:

Short sales cycles and reliance on telesales	**transactional** or consultative
Strategic approach with less frequent, but large sales	transactional or **consultative**
Salesperson who acts as a trusted adviser	transactional or **consultative**
Heavy reliance on marketing, efficiency, and volume	**transactional** or consultative

QUESTION 5

How should you assess a customer\\'s needs for an HP Medium Business Group solution?

A. Because mid-market customers rarely have similar goals, do not attempt to segment customers by needs

B. Consider a variety of factors including IT maturity, financial goals, and the competitive environment.

C. Primarily use the company\\'s financial goals to determine the correct "one size fits air solution.

D. Primarily consider the specific number of employees to determine the appropriate solution.

Correct Answer: B

Customer needs can depend on several factors: (Study guide p.6) Level of IT maturity Organizational maturity Buying cycle Industry trends Competitive environment Management style Financial position

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