



# HP2-E59<sup>Q&As</sup>

Introduction to Selling Servers, Storage, Networking and Services

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#### QUESTION 1

Which customer types represent a vertical market sector?

- A. A regional hospital and a healthcare clinic
- B. A bank branch and a healthcare clinic
- C. A regional bank and a regional hospital
- D. A regional hospital and a local bank

Correct Answer: B

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#### QUESTION 2

What is provided by HP Consulting Services?

- A. Analyzing the customer's business strategies and offering improvements in marketing collateral
- B. Analyzing the customer's contract and optimizing it to the customer's budget
- C. Analyzing the customer's IT environment and developing IT infrastructure strategies
- D. Analyzing a partner's business relationship with the customer and recommending consultative services

Correct Answer: C

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#### QUESTION 3

Your customer has purchased an HP Simply StoreIT solution. What should you do next?

- A. Ask clarifying questions.
- B. Identify new opportunities.
- C. Show how the solution addresses the customer's needs.
- D. Address potential objections.

Correct Answer: B

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#### QUESTION 4

Your customer, a regional bank, is purchasing network solutions to support their 24-hour online banking services. Which HP Care Pack should you recommend?

- A. 4-hour proactive support with 24x7 coverage



- B. Only the amount of coverage that offsets the cost of one day of downtime
- C. 6-hour reactive support
- D. Standard warranty

Correct Answer: A

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#### QUESTION 5

Your customer is required by government regulation to maintain long-term permanent backups. Which HP Simply StoreIT solution would you recommend?

- A. HP MSA servers
- B. HP StoreEasy
- C. HP StoreEver
- D. HP StoreOnce

Correct Answer: D

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