

QUESTIONS & ANSWERS

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QUESTION: 78

Which recommendation would help to overcome a customer's objection about the cost of HP products and solutions?

- A. Using HP Financial Services improves cash flow.
- B. Using HP Services for deployment improves return on assets.
- C. Using HP products assures easy setup and less maintenance.
- D. Using HP products ensures compatibility with all existing equipment

Answer: D

QUESTION: 79

During a BladeSystem sales process, you communicate the benefits of migrating to HP BladeSystem c-Class architecture. Which features should you emphasize? (Select three.)

- A. Systems Insight Manager
- B. Thermal Logic technology
- C. Virtual Server Environment
- D. Insight Control Management
- E. Virtual Connect architecture
- F. Thermal Control Management

Answer: A,C,E

QUESTION: 80

CORRECT TEXT

Which task should you perform during stage one of the HP Sales Cycle?

Answer:

- Deliver the products and services.
- Create a proposal and present a solution.
- Identify the customer's business challenges and timelines.
- Understand the customer's market and identify the customer's role.

QUESTION: 81

CORRECT TEXT

Which statements about DAS-to-SAN architecture are correct?

Answer:

- It allows drives connected to any DAS system to be quickly migrated to any SAN-based system.

It allows minimal system downtime and service disruption when migrating to a SAN architecture.

It allows drives connected to a Smart Array controller to be quickly migrated to an MSA 1000 storage system.

It is a storage implementation scheme positioned between a DAS implementation and a SAN implementation, sometimes known as NAS.

QUESTION: 82

Which business drivers are addressed by HP Virtualization solutions?

- A. increased cost and impact of downtime
- B. inefficient, inflexible infrastructure with low utilization rates
- C. a changing business model related to teleworkers and e-business
- D. a need to tighten the supply chain and simplify customer experience

Answer:

Pending. Please put your suggestions to terry@

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