

# **Examcollection**

<http://www.ipass4sure.com/examcollection.htm>

# HP2-E14

**HP**

*HP Service Sales Professional*

<http://www.ipass4sure.com/exams.asp?examcode=HP2-E14>

The HP2-E14 practice exam is written and formatted by Certified Senior IT Professionals working in today's prospering companies and data centers all over the world! The HP2-E14 Practice Test covers all the exam topics and objectives and will prepare you for success quickly and efficiently. The HP2-E14 exam is very challenging, but with our HP2-E14 questions and answers practice exam, you can feel confident in obtaining your success on the HP2-E14 exam on your FIRST TRY!

## HP HP2-E14 Exam Features

- Detailed questions and answers for HP2-E14 exam
- Try a demo before buying any HP exam
- HP2-E14 questions and answers, updated regularly
- Verified HP2-E14 answers by Experts and bear almost 100% accuracy
- HP2-E14 tested and verified before publishing
- HP2-E14 examcollection vce questions with exhibits
- HP2-E14 same questions as real exam with multiple choice options

Acquiring HP certifications are becoming a huge task in the field of I.T. More over these exams like HP2-E14 exam are now continuously updating and accepting this challenge is itself a task. This HP2-E14 test is an important part of HP certifications. We have the resources to prepare you for this. The HP2-E14 exam is essential and core part of HP certifications and once you clear the exam you will be able to solve the real life problems yourself. Want to take advantage of the Real HP2-E14 Test and save time and money while developing your skills to pass your HP HP2-E14 Exam? Let us help you climb that ladder of success and pass your HP2-E14 now!

# **DEMO EXAM**

For Full Version visit

<http://www.ipass4sure.com/allexams.asp>

**QUESTION: 1**

According to research, approximately what percentage of all helpdesk calls are related to commercial printers?

- A. less than 10%
- B. more than 50%
- C. more than 75%
- D. between 10% and 20%

**Answer: B**

**QUESTION: 2**

What is the typical percentage profit margin for HP Care Pack Support Services compared with HP products?

- A. bigger
- B. similar
- C. smaller
- D. depends on which HP Care Pack

**Answer: A**

**QUESTION: 3**

Why is it important to introduce services early in the sales cycle for an HP Integrity solution? (Select three.)

- A. You can provide higher services discounts early in the sales cycle.
- B. if you do not, the competition might step in to provide the service solution
- C. Your value proposition is stronger with services included from the beginning
- D. The customer's budget may not be stretched later on to accommodate additional services.
- E. The standard warranty, that provides basic protection against downtime and services, is an important component to provide a complete solution

**Answer: B, C, E**

**QUESTION: 4**

What is the correct sequence for a successful HP Care Pack Services sales process?

- A. Introduce services, illustrate cost of downtime, relate value to customer objectives, compare cost of service to cost of downtime, and reinforce credibility

- B. Introduce services, relate value to customer objectives, reinforce credibility, illustrate cost of downtime, and compare cost of service to cost of downtime
- C. Introduce services, reinforce credibility, relate value to customer objectives, illustrate cost of downtime, and compare cost of service to cost of downtime
- D. Introduce services, illustrate cost of downtime, compare cost of service to cost of downtime, reinforce credibility, and relate value to customer objectives

**Answer:** C

**QUESTION: 5**

Can you improve your margin by including services at the point of product sales?

- A. Yes. if you offer the right service.
- B. No, if the customer does not ask for services, you must sell them at cost, so no margin is left and the order margin percentage decreases.
- C. No, because offering services together with the product means that you are not selling a qualitative product and there is a risk of losing the total sale
- D. Yes. the increased order value (extra 15% to 30%) has a positive impact on the total margin, and a typical sen/ice margin is even higher than the product margin

**Answer:** D

**QUESTION: 6**

Who are the top competitors for HP in the emerging printing and copier market?  
(Select two.)

- A. Dell
- B. ibm
- C. Xerox
- D. Canon
- E. Lexmark

**Answer:** C,D

**QUESTION: 7**

What is the percentage of printer supplies and support costs in a typical IT budget for commercial printing customers?

- A. a considerable cost. 10% to 20% of the IT costs
- B. the smallest portion of the IT costs, approximately 5%
- C. totally understated up to 50% of the IT costs

D. compared to classical IT costs, it is a cost that is underestimated and very difficult to control

**Answer:** A

**QUESTION: 8**

HP ProLiant Storage Servers are considered jointware. meaning that both hardware and software are required and operate jointly together. Which support service provides the most appropriate support as it covers both components'?

- A. Proactive Essentials
- B. Support Plus Service
- C. 4-hour. 24x7 Service
- D. Next Business Day Service

**Answer:** B

**QUESTION: 9**

SAN interconnect guarantee is a proactive feature of which product?

- A. HP Critical Service
- B. HP Proactive Essentials
- C. HP Proactive 24 Service
- D. every HP SAN service product

**Answer:** B

**QUESTION: 10**

What is provided as part of the basic warranty? (Select three.)

- A. parts and labor
- B. 6-hour Call-to-Repair
- C. protection against downtime
- D. hardware protection against manufacturer defect
- E. best effort response for replacement of defective components

**Answer:** A,D,E

**QUESTION: 11**

CORRECT TEXT



## Pass4sure Certification Exam Features;

- Pass4sure offers over **2500** Certification exams for professionals.
- More than **98,800** Satisfied Customers Worldwide.
- Average **99.8%** Success Rate.
- Over **120** Global Certification Vendors Covered.
- Services of **Professional & Certified Experts** available via support.
- Free **90 days** updates to match real exam scenarios.
- **Instant Download Access!** No Setup required.
- Price as low as **\$19**, which is 80% more **cost effective** than others.
- **Verified answers** researched by industry experts.
- Study Material **updated** on regular basis.
- Questions / Answers are downloadable in **PDF** format.
- Mobile Device Supported (**Android, iPhone, iPod, iPad**)
- **No authorization** code required to open exam.
- **Portable** anywhere.
- **Guaranteed Success.**
- **Fast**, helpful support **24x7**.



View list of All certification exams offered;  
<http://www.ipass4sure.com/allexams.asp>

View list of All Study Guides (SG);  
<http://www.ipass4sure.com/study-guides.asp>

View list of All Audio Exams (AE);  
<http://www.ipass4sure.com/audio-exams.asp>

Download Any Certification Exam DEMO.  
<http://www.ipass4sure.com/samples.asp>

To purchase Full version of exam click below;  
<http://www.ipass4sure.com/allexams.asp>

3COM	CompTIA	Filemaker	IBM	LPI	OMG	Sun
ADOBE	ComputerAssociates	Fortinet	IISFA	McAfee	Oracle	Sybase
APC	CWNP	Foundry	Intel	McData	PMI	Symantec
Apple	DELL	Fujitsu	ISACA	Microsoft	Polycom	TeraData
BEA	ECCouncil	GuidanceSoftware	ISC2	Mile2	RedHat	TIA
BICSI	EMC	HDI	ISEB	NetworkAppliance	Sair	Tibco
CheckPoint	Enterasys	Hitachi	ISM	Network-General	SASInstitute	TruSecure
Cisco	ExamExpress	HP	Juniper	Nokia	SCP	Veritas
Citrix	Exin	Huawei	Legato	Nortel	See-Beyond	Vmware
CIW	ExtremeNetworks	Hyperion	Lotus	Novell	Google	

and many others.. See complete list [Here](#)

