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HP2-E25

HP

HP Service sales consultant

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Exam Name:	HP Service sales consultant		
Exam Type:	HP	Exam Code:	HP2-E25
Certification	Application Security Center (ASC)	Total Questions:	56

Question: 1

What is the best way to answer the customer comment below?
I do not need proactive support. The hardware is very reliable."

- A. The HP Proactive 24 Services option can help stabilize the overall computing environment.
- B. Industry analysis shows that 80% of problems are caused by people and process and only 20% by hardware.
- C. Proactive support includes the rapid deployment option so that less downtime is needed to configure HP storage.
- D. From independent customer inquiries, it became evident that more efficient storage solutions significantly reduce cost.

Answer: B

Question: 2

How do HP Virtualization Products and Services help customer business to achieve better outcomes? (Select two.)

- A. Supporting IT staff training and operational efficiency
- B. Lowering power consumption for operation and cooling
- C. Increasing agility implementation speed of new IT projects
- D. Improving server reliability by decreasing the average workload

Answer: B,C

Question: 3

When should you position HP infrastructure software services to your customer?

- A. After the software is delivered and the customer starts the deployment
- B. At the beginning of the sales process as part of a goal-oriented solution
- C. Once the order is finalized and the customer begins to plan deployment activities
- D. When HP installation services are added to the order as part of the configuration process

Answer: B

Question: 4

Which HP storage competitor has a strong partnership with Dell?

- A. IBM
- B. HDS
- C. NetApp
- D. EMC

Answer: D

Question: 5

What is the first step to building a customer relationship and selling HP mission critical services?

- A. Provide a reassuring onsite presence.
- B. Recommend leading remote support technology.
- C. Understand how IT can improve the customer's business.
- D. Free the customer's staff to focus on their core competencies.

Answer: C



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