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Question: 1
Which type of costs can HP Insight Manager typically reduce by at least 29%?

A. Procurement
B. Administration
C. Server
D. Floor space

Answer: B

Question: 2
Which statements are true when describing the HP Converged Infrastructure? (Select two.)

A. Payback can be achieved in less than one year.
B. IT resources can be reduced by 50%.
C. IT services provisioning can be reduced from approximately one month to as little as two hours
D. Customers can achieve 95% equipment consolidation
E. Customers can achieve 95% cost savings.

Answer: A, C

Question: 3
What are the characteristics of an HP converged infrastructure?

A. Virtualized. Resilient. Orchestrated. Optimized, and Modular
B. Virtualized. Resilient. Orchestrated. Ongoing, and Modular
C. Virtualized. Robust. Orchestrated, Optimized, and Modular
D. Virtualized. Robust. Orchestrated, Optimized, and Managed

Answer: A

Question: 4
What are the benefits of pooling and sharing resources in a Converged Infrastructure? (Select two.)

A. IT can charge the business more accurately.
B. All users can access the same "Storage Area Network" (SAN) which reduces the time it takes to launch new services.
C. IT can quickly reallocate resources to match the changing performance and capacity needs of different applications.
D. IT can respond more quickly to business changes and requests for new services can be dealt with in weeks not months
E. IT resources do not need to be involved in any aspect of service provisioning.

Answer: C, D

Question: 5
Why it is so important to ask" Probing" questions in a sales situation? (Select two.)

A. The help to assess if the customer has a genuine requirement and is likely to invest.
B. They help to uncover or create the customers business needs.
C. They help to determine the customer's view of the competition.
D. They help in understanding the customer's problems or challenges and the associated implications.
E. They help to arrive at the most accurate pricing structure for the project.

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