HP2-E14

HP
HP Service Sales Professional

Thousands of IT Professionals before you have already passed their HP2-E14 certification exams using the HP HP2-E14 Practice Exam from ipass4sure.com. Once you start using our HP2-E14 exam questions you simply can't stop! You are guaranteed to pass your HP HP2-E14 test with ease and in your first attempt.

Here's what you can expect from the ipass4sure HP HP2-E14 course:

* Up-to-Date HP HP2-E14 questions designed to familiarize you with the real exam.
* 100% correct HP HP2-E14 answers you simply can't find in other HP2-E14 courses.
* All of our tests are easy to download. Your file will be saved as a HP2-E14 PDF.
* HP HP2-E14 brain dump free content featuring the real HP2-E14 test questions.

HP HP2-E14 Certification Exam is of core importance both in your Professional life and HP Certification Path. With HP Certification you can get a good job easily in the market and get on your path for success. Professionals who passed HP HP2-E14 Certification Exam are an absolute favorite in the industry. If you pass HP HP2-E14 Certification Exam then career opportunities are open for you.

Our HP2-E14 Questions & Answers provide you an easy solution to your HP HP2-E14 Exam Preparation. Our HP2-E14 Q&As contains the most updated HP HP2-E14 real tests. You can use our HP2-E14 Q&As on any PC with most versions of Acrobat Reader and prepare the exam easily.

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 Dav 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 $89 Lifetime Membership Features;

- Pass4sure $89 Lifetime Membership includes Over **2100** Exams in One Price.
- **All** Pass4sure Questions and Answers are included in $89 package.
- **All** Pass4sure audio exams are included **free** in $89 package (See List).
- **All** Pass4sure study guides are included **free** in $89 package (See List).
- **Lifetime** login access, no hidden fee, no login expiry.
- **Free updates** for Lifetime.
- **Free Download Access** to All new exams added in future.
- Accurate answers with explanations (If applicable).
- Verified answers researched by industry experts.
- Study Material **updated** on regular basis.
- Questions, Answers and Study Guides are downloadable in **PDF** format.
- Audio Exams are downloadable in **MP3** format.
- **No authorization** code required to open exam.
- **Portable** anywhere.
- 100% success *Guarantee*.
- **Fast**, helpful support 24x7.

View list of All exams (Q&A) provided in $89 membership;
 http://www.ipass4sure.com/allexams.asp

View list of All Study Guides (SG) provided FREE for members;
http://www.ipass4sure.com/study-guides.asp

View list of All Audio Exams (AE) provided FREE for members;
http://www.ipass4sure.com/audio-exams.asp

Download All Exams Sample QAs.
http://www.ipass4sure.com/samples.asp

To purchase $89 Lifetime Full Access Membership click here (One time fee)
https://www.regnow.com/softsell/nph-softsell.cgi?item=30820-3

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	SNIA	

 and many others.. See complete list Here