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Exam : **HP2-E61**

Title : **Selling HP Servers, Converged Systems and Services**

Vendor : **HP**

Version : **DEMO**

NO.1 Which outcome validates an opportunity for HP Hyper-Converged systems?

- A. provides cloud-ready compute for the right workload at the right economics
- B. enables the customer to restructure their business for a larger space
- C. drives decentralization of the workloads to autonomous branch offices
- D. enables the customer to identify repeat customers and perform targeted marketing

Answer: A

Reference:

<http://h20195.www2.hp.com/V2/getpdf.aspx/4AA5-4454ENW.pdf>

NO.2 Which HP Insight Online server management solution feature helps an SMB customer's staff save time and resources when deploying, managing, and supporting their systems?

- A. unified, extensible firmware interface
- B. automated configurations to scale server deployment
- C. easy, all-in-one access, secure, personalized dashboard
- D. event lifecycle management

Answer: C

NO.3 Which HP Qualified Option can be attached to the sale of HP Servers or HP Converged Systems?

- A. HP intelligent racks
- B. HP Smart Memory
- C. HP SimpleSave disk drive
- D. HP Enclosures

Answer: B

NO.4 Which customer level in the HP Just Right IT Maturity Model is concerned with system integration and more rigorous disaster/recovery/business continuity?

- A. Business Expansion Customer
- B. Service Provider Customer
- C. Building Momentum Customer
- D. Starting Out Customer

Answer: C

Reference:

<http://www8.hp.com/in/en/products/servers/solutions.html?compURI=1475061>

NO.5 Which solutions requirement validates an HP server solution opportunity for Building Momentum customers?

- A. a requirement for solutions that reduce cash flow
- B. a requirement for solutions that consolidate the customer base
- C. a requirement for solutions that minimize change
- D. a requirement for solutions that drive new revenue opportunities

Answer: C