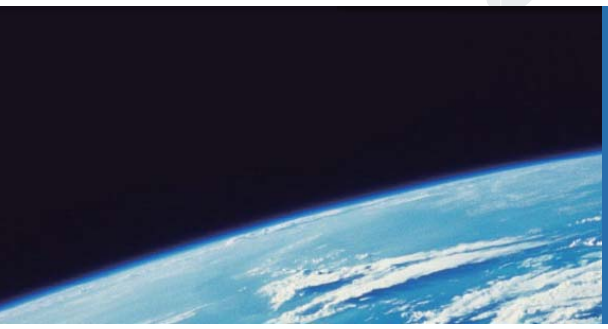

ITTEST

QUESTION & ANSWER

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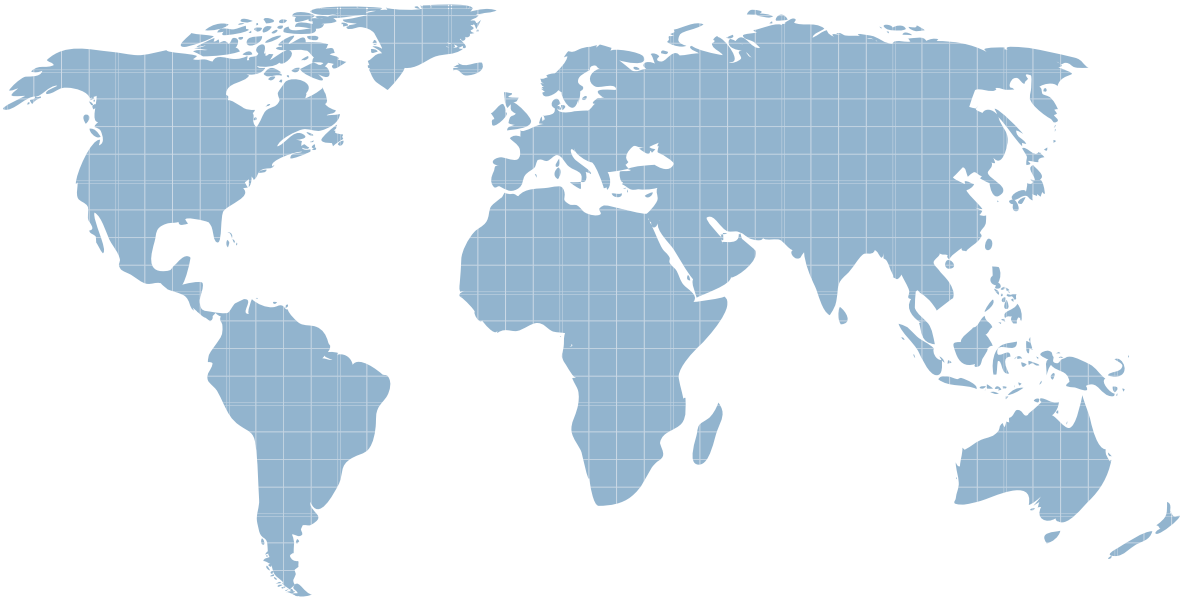

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Exam : **HP2-E25**

Title : HP Service sales consultant

Version : Demo

1.What are typical data center transition services? (Select two.)
A. deployment services
B. critical facilities design
C. adaptiveinstrastructure maturity model assessment
D. critical facilities consulting
E. migration services
Answer: A,E

2.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

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

4.Which HP storage competitor has a strong partnership with Dell?
A. IBM
B. HDS
C. NetApp
D. EMC
Answer: D

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