KTest

高品質　より良いサービス



練習問題

https://www.ktest.jp

1年間無料アップデート

Exam : **HP2-E33**

Title : Selling HP Converged Infrastructure Solutions

Version : Demo

1.By up to which percentage can HP BladeSystem Matrix reduce the total cost of ownership?
A. 26%
B. 36%
C. 56%
D. 76%
Answer: D

2.What is the best way to establish yourself as a trusted advisor to your customers.?
A. Deliver products and services that meet customer expectations.
B. Demonstrate working proofs of concepts for each solution.
C. Help the customer devise metrics to measure their performance.
D. Speak strategically to their business challenges.
Answer: D

3.How does the focus of sales discussions changes as you become a consultative salesperson?
A. The price of products and services becomes more important.
B. Product features become more important.
C. You sell fewer products and more services.
D. You focus on delivering quantifiable business value.
Answer: D

4.According to IDC estimates, discrete purchasing activities in the area of networking, storage andservers will start combining into a new Converged Infrastructure category. What is the estimatedvalue that this new category will reach by 2012?
A. $20 billion USD
B. $25 billion USD
C. $30 billion USD
D. $35 billion USD
Answer: D

5.Which problem do companies experience most often as a result of having virtualized systems?
A. workload distribution control
B. decreased hardware performance
C. bottlenecks on virtual machines
D. virtual sprawl
Answer: A,C,D