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練習問題

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1年間無料アップデート

Exam : **HP2-Z17**

Title : Selling HP Enterprise Network Solutions

Version : Demo

1.Which recent acquisition demonstrates HP's commitment to provide the best enterprise networking solution?
A. Palm
B. Nortel
C. Citrix
D. 3Com/H3C
Answer: D

2.A customer has a legacy, proprietary technology that lacks choice. You tell the customer that HP Networking solutions are open. What else should you tell this customer about the value of HP Networking solutions?
A. HP Networking solutions provide up to 10% lower cost of ownership.
B. HP Networking solutions provide up to 15% lower cost of ownership.
C. HP Networking solutions provide up to 35% lower cost of ownership.
D. HP Networking solutions provide up to 65% lower cost of ownership.
Answer: D

3.A customer considering an HP Networking solution is concerned about power usage. You inform the customer that Miercom certified HP Networking solutions as "Green." What did Miercom find concerning HP switch energy consumption?
A. HP switches use as much as 20% less energy than the competition.
B. HP switches use as much as 30% less energy than the competition.
C. HP switches use as much as 40% less energy than the competition.
D. HP switches use as much as 50% less energy than the competition.
Answer: C

4.Which environment ensures that all resources and processes are controlled by
a shared-services engine that provisions and adapts application environments to instantly respond to business demands?
A. Converged Infrastructure
B. Management Infrastructure
C. Data Infrastructure
D. Monitoring Infrastructure
Answer: A

5.The A-Series portfolio is perfect for which customers?
A. companies with small and/or simple deployments
B. companies with large and/or complex deployments
C. small companies
D. large companies
Answer: B