



Selling HPE SMB Solutions and Services

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## **QUESTION 1**

Which HPE BladeSystem option should you recommend to an SMB customer to boost networking and storage performance and increase provisioning speed?

- A. SimpleSave disk drive
- **B. Virtual Connect**
- C. Enclosures
- D. FlexFabric
- Correct Answer: B

## **QUESTION 2**

Which HPE Tower server series is targeted at SMB customers?

- A. ProLiant ML 100 series
- B. Integrity BL 800c series
- C. ProLiant DL 500 series
- D. ProLiant SL 200 series

Correct Answer: A

### **QUESTION 3**

Which benefit does the HPE BladeSystem provide to SMB customers?

- A. a single, fully integrated, fault tolerant platform for continuously available applications
- B. converged infrastructure with servers, storage, and networking in a single enclosure that reduces data center costs
- C. a single chassis that shares power, cooling, management, and networking fabric
- D. a single, packaged Warranty and Proactive Service

Correct Answer: B

#### **QUESTION 4**

Which server management solution simplifies and modernizes the booting process in a secure and efficient manner?

A. HPE Intelligent Provisioning



- B. HPE iLO Management Engine
- C. HPE Smart Update Manager
- D. Unified Extensible Firmware Interface (UEFI)

Correct Answer: D

#### **QUESTION 5**

Which business benefit does the HPE ProLiant Gen9\\'s efficient cooling provide versus Cisco UCS?

- A. ProLiant Gen9 servers experience less downtime because they can operate at higher temperatures.
- B. ProLiant Gen9 servers have greater compute power because they operate at lower temperatures.
- C. ProLiant Gen9 servers have a longer life cycle because they operate at lower temperatures
- D. ProLiant Gen9 servers can operate at higher temperatures to reduce energy costs

Correct Answer: D

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