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QUESTION 1

Your SMB customer is growing their business and wants an inexpensive, expandable server for a small branch office. Which HPE ProLiant server series offers

the best fit for this customer's requirements?

- A. ProLiant BL400c server series
- B. ProLiant ML110 server series
- C. ProLiant QL360 server series
- D. ProLiant MicroServer series

Correct Answer: D

QUESTION 2

Which HPE enclosure is best suited for most SMB customers?

- A. 3PAR StoreServ 10000
- B. D6000 Disk Enclosure
- C. BladeSystem 8-blade c3000 Enclosure
- D. BladeSystem 16-blade c7000 Enclosure

Correct Answer: C

QUESTION 3

Which statement is true about legacy networks ?

- A. Legacy networks offer good visibility into real-time traffic so admins can take appropriate action.
- B. Legacy networks are designed for modern application traffic, which typically follow a north-to-south direction.
- C. Legacy networks are easy to manage because network services are divided into three organized tiers
- D. Legacy networks are inflexible, inhibit scalability, and limit innovation

Correct Answer: D

QUESTION 4

How does HPE Financial Services (HPEFS) benefit HPE and partner sales representatives ? (Select two)

- A. HPEFS incentives can increase the margin of the sale
- B. HPEFS staff can increase the value of the sale by positioning add-on services to the customer
- C. Monthly payments to HPEFS provides a steady and predictable stream of revenue to sales representatives.
- D. Sales representatives build stronger relationships with their customer as they help them with the application process
- E. Sales representatives can sell more and earn more by offering affordable monthly payments.

Correct Answer: AB

QUESTION 5

Which Bladesystem option provides additional benefits to SMB customers who also need a backup solution ?

- A. dashboard
- B. expansion cage
- C. ?Virtual Connect
- D. internal tape storage blades

Correct Answer: C

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