

# QUESTIONS & ANSWERS

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HP

## HP2-E39

*Selling HP Converged Infrastructure Solutions*

**Answer:** A

**QUESTION:** 73

The characteristic of always running (Always on Resiliency) and dynamic optimization are two of the four pillars of a mission-critical converged infrastructure. What are the other two pillars? (Choose two.)

- A. Consolidated Data Center
- B. Simplified, unified computing
- C. all blades
- D. Investment protection and stability
- E. Best total cost of ownership in its class

**Answer:** B, D

**QUESTION:** 74

What kind of information about the agreement will be concerned mainly ultimately responsible for making business decisions of his client?

- A. The total cost of purchase of the HP solution
- B. The ROI of your company
- C. The implementation and management of the HP solution
- D. The legal implications of the change in data security

**Answer:** A

**QUESTION:** 75

What is the best strategy to propose a solution to CI business decision makers of his client?

- A. Demonstrate the difference in cost between HP and competition.
- B. Focusing on discussions of the advantages computer because it is a top priority for his client.
- C. First demonstrate that their solution meets the specification and remains within budget.
- D. Addressing the issue of business value and impact of proposed solutions.

**Answer:** D

**QUESTION: 76**

You have five chances in the middle of the funnel, and the total size of these orders is \$ 600,000. How much can you predict for these agreements if the probability factor is 40%?

- A. \$ 180,000
- B. \$ 216,000
- C. \$ 240,000
- D. \$ 360,000

**Answer:** C

**QUESTION: 77**

What is the best example of a statement of quantified business value?

- A. Investing \$ 1.5 million in its IT department will simplify your computing environment.
- B. Investing \$ 1.5 million in its IT department will accelerate revenue growth to 6 million.
- C. Investing \$ 2 million in your IT department will improve business agility.
- D. Investing \$ 2 million in your IT department will dramatically reduce costs.

**Answer:** B

**QUESTION: 78**

What is the sales formula for business value?

- A. Fixed cost Profit = Value less
- B. Profit = Value less overhead
- C. Overhead Cost = Value less
- D. Less Investment Income = Value

**Answer:** A

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