

QUESTIONS & ANSWERS

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HP

HP5-Z02D

Delta - Selling HP Networking Solutions and Services



DEMO

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Reference: _

http://h17007.www1.hp.com/us/en/networking/products/mobility/HP_850_Unified_Wired-WLAN_Appliance_Series/

QUESTION: 18

What qualifies a customer for HP Proactive Care or HP Proactive Care Advanced?

- A. The customer wants to be able to upgrade software for some HP products.
- B. The customer has a lot of HP products in the data center and wants a service that encompasses all of these products.
- C. The customer's solution is so critical that even a short outage would be costly.
- D. The customer needs help designing a solution that scales to meet increased demands.

Answer: B

QUESTION: 19

Which trigger aligns with HP Networking Data Center solutions?

- A. We need incredibly low latency for our high-speed financial transactions.
- B. We need to reduce the time that it takes for us to provision network services.
- C. We need to reduce the burden on our staff by segmenting physical network and virtual network management.
- D. We need to move away from clustered services and toward more powerful scale-up services.

Answer: C

QUESTION: 20

What is one reason for obtaining the latest HP Integrated Sales Plays from the HP Partner portals?

- A. The sales plays explain how to deliver HP Technology Services and become a ServiceOne partner.
- B. The sales plays suggest strategies for qualifying customers and describing HP values.
- C. The sales plays include templates for responding to requests for proposals (RFPs).

D. The sales plays provide practice exam questions to help you become certified as a sales partner.

Answer: B

Reference:

<http://h10120.www1.hp.com/expertone/datacard/Exam/HP2-Z35>

QUESTION: 21

Your company sells HP Technology Services with HP solutions. Which advantage would the Service One Program offer your company?

- A. It allows you to sell HP Technology Services to your customers at a discounted rate
- B. It waives the certification requirements necessary to sell HP services.
- C. It expands your relationship with your customers by allowing you to deliver the HP services that you sell.
- D. It establishes your company as an authorized HP Support Center that can provide services to any organization in your area.

Answer: D

Reference:

<http://www.pkatech.com/files/3-HP-ServicesOne-The-Benefits-of-Choosing-an-Expert-Partner.pdf>

QUESTION: 22

A customer is upgrading part of the network, but also has existing infrastructure investments that the company wants to protect.

How does the HP FlexNetwork solution maximize value for this customer?

- A. It follows a siloed approach that protects legacy architectures.
- B. It follows a multi-vendor, interoperable, open protocol approach.
- C. It replaces the entire infrastructure for one low, flat rate.
- D. It enhances third-party, legacy hardware with an industry-leading warranty.

Answer: D

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