



HP2-E45

Technical Introduction to the HP SMB Portfolio

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Question: 1

Which two IT priorities are typically the most important for SMB customers? (Select two.)

- A. business continuity
- B. cloud services
- C. failover capability
- D. security
- E. redundancy

Answer: B, D

Explanation:

Reference:

<http://www.netstandard.com/top-smb-it-priorities-for-2012-cloud-security-and-mobile-solutions/>
(4th and 5th paragraph)

Question: 2

Which statements did a Gartner study find to be true about SMBs? (Select two.)

- A. The majority of SMB servers are x86 architecture, with single-core or dual-core processor installations.
- B. SMBs tend to run on Linux, HP-UX, and Microsoft operating systems, in nearly equal numbers
- C. Approximately two-thirds of SMBs have external RAID
- D. Storage area network (SAN) penetration for small businesses is about 80%.
- E. On average, small businesses deploy 1 to 4 servers, while medium businesses deploy 19 to 22 servers.

Answer: A, D

Question: 3

What must you determine first in order to select a server platform that meets customer needs?

- A. the number and type of applications the customer is running

- B. how many clients are networked
- C. how many simultaneous users are present and anticipated
- D. which applications are I/O-intensive and which are bandwidth-intensive

Answer: A

Question: 4

HP provides simple, affordable, and reliable ways for SMB customers to build and run their business. What is an example of this strategy?

- A. The HP SMB Servers program provides SMBs with scalable storage, data protection, and disaster recovery solutions that suit a wide range of needs
- B. ProLiant servers make it easy to integrate the heterogeneous environments often found in an SMB environment
- C. ProLiant servers, along with VMware ESX Server 3i capabilities, make it attractive for small businesses to transition to a managed environment
- D. Because SMBs favor standalone solutions. HP positions its hardware, software, networking, and services offerings accordingly

Answer: A

Explanation:

Reference:

<http://www.serverwatch.com/trends/article.php/39376>HYPERLINK

"<http://www.serverwatch.com/trends/article.php/3937696/HP-ProLiant-Servers-Buyers-Guide.htm>"96/HP-ProLiant-Servers-Buyers-Guide.htm

Question: 5

Which characteristics are typical of lower-tier medium businesses? (Select two.)

- A. prefer appliance-type solutions
- B. have between 10 and 15 servers
- C. have anywhere from zero to five full-time IT staff members
- D. prefer customized bundles of hardware, software, and services
- E. have a high percentage of employees who are Internet- or email-enabled all the time

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Answer: A, E

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