Vendor: HP

Exam Code: HP2-E24

Exam Name: HP Service Sales Professional

Version: DEMO

QUESTION 1
Which services should be quoted by default with each storge platform that does not include bundled sercices? (Select two.)

A. 1-year HP Care Pack
B. HP Proactive Service
C. HP Installation and Startup Service
D. 3-year HP Care pack

Answer: CD

QUESTION 2
Which HP Care Pack do you advise for HP Scanjets if your customer has critical business needs?

A. 4-hour Onsite Response, 24×7
B. Next Day Onsite
C. Next Day Exchange
D. 4-hour Onsite Response, 9×5

Answer: D

QUESTION 3
Your customer owns HP ProCurve Network Management software. How long are maintenance releases available at no additional cost?

A. for as long as the customer owns the product
B. for one year, starting at the date of the purchase
C. for a period of 90 days
D. until the next version is released

Answer: A

QUESTION 4
Which lifetime warranty level is included when selling an HP ProCurve 2910aI-24G Switch?

A. Next-Business-Day
B. Onsite-Parts-Exchange
C. SupportPlus
D. SupportPlus 24

Answer: A

QUESTION 5
You offer either basic Installation or Installation & Start-up Care Pack services to your customers. Which operations constitute the distinction between the two offerings? (Select two)

A. operation and 9×5softerware support verification
B. coordination of network installation and start-upactivitises

C. configuration download
D. confirmation of software revisions and device cabling
E. building the configurationfile

Answer: BD

QUESTION 6
What prevents a 5-year HP Care Pack from usage as a post-warranty Care Pack？

A. The 5-year HP Care Packcan not be registered after the standard warranty period has expired.
B. The maximum Care Pack lifetime is three years.
C. Post-warranty service requires individual contracts.
D. The main warranty is threeyears, consequently a 2-year Care Pack is required.

Answer: A

QUESTION 7
Which feature do HP Care Pack service offers provide?

A. hardware and software maintenance
B. hardware maintenance only
C. software maintenance only
D. parts-only coverage

Answer: A

QUESTION 8
Which area in covered if we sell improvement of timeliness of problem resolutions?

A. increase IT quality
B. improve agility
C. mitigate risk
D. manage costs

Answer: D

QUESTION 9
Which service provides the most complete range of deliverables?

A. 6-hour Call-to-Repair
B. 4-hour 24×7
C. Proactive 24
D. Next Business Day on-site

Answer: C

Thank You for Trying Our Product

Braindump2go Certification Exam Features:

★ More than 99,900 Satisfied Customers Worldwide.

★ Average 99.9% Success Rate.

★ Free Update to match latest and real exam scenarios.

★ Instant Download Access! No Setup required.

★ Questions & Answers are downloadable in PDF format and VCE test engine format.

★ Multi-Platform capabilities - Windows, Laptop, Mac, Android, iPhone, iPod, iPad.

★ 100% Guaranteed Success or 100% Money Back Guarantee.

★ Fast, helpful support 24x7.

View list of all certification exams: http://www.braindump2go.com/all-products.html

10% Discount Coupon Code: BDNT2014