



**Vendor:** HP

**Exam Code:** HP2-E56

**Exam Name:** Selling HP SMB Solutions Exam

**Version:** DEMO

#### QUESTION 1

Why should a customer consider buying HP IP phones for their HP Lync deployment?

- A. Their rich feature set includes hands-free audio quality.
- B. Their LED indicators provide ease-of-use operation.
- C. They are Lync-optimized for seamless plug-and-play ability.
- D. They are the only phones the solution supports.

**Answer: C**

#### QUESTION 2

Which components are included in a typical HP client virtualization SMB solution?

- A. HP VDI reference architecture, a ProLiant rack server. HP Thin Clients, and client visualization software provided by a strategic partner
- B. HP VDI reference architecture, a server blade. HP Thin Clients, and client visualization software provided by a strategic partner
- C. A ProLiant server with factory-integrated client virtualization software and HP Thin Clients
- D. A server blade with factory-integrated client virtualization software and HP Thin Clients

**Answer: B**

#### QUESTION 3

Your customers consulting business is experiencing a decline in growth. The customer needs to reduce operating expenses. With a seat size of 45 employees, how can virtualization help the customer operate more efficiently?

- A. provide ability to split up workloads for higher efficiencies and better application support
- B. eliminate the need to refresh hardware which reduces overall capital expenses
- C. move all operations to the cloud, eliminating the need for onsite IT support
- D. reduce network traffic on the company's intranet, reducing overall operating expenses

**Answer: A**

#### QUESTION 4

Why are HP VDI reference architectures for mid-sized businesses tested, sized, and optimized for a specific number of users?

- A. to lay the groundwork that will enable businesses to completely eliminate the need to refresh traditional devices
- B. to enable rapid Windows-based deployments with predictable, repeatable costs and performance
- C. to increase the number of HP servers sold by limiting the number of supported users on a single server
- D. to enable each solution to be bundled with an orderable part number to simplify the ordering process and ensure rapid delivery

**Answer: D**

#### QUESTION 5

What is a key characteristic of HP FlexNetwork?

- A. It uses a three-tier architecture to easily prioritize network traffic for better bandwidth utilization.
- B. It implements standards-based architecture that can be deployed alongside an existing environment.
- C. It streamlines IT support and improves network manageability with HP Agentless Management feature.
- D. It includes tools to simplify IT management and administration of separate networks for voice and data.

**Answer: B**

#### QUESTION 6

What are the best sources for finding information on HP client virtualization SMB solutions and reference architectures?

- A. [www.hp.com/go/cv](http://www.hp.com/go/cv), HP C3T Network Comparison Tool, HP PSA Tool
- B. [www.hp.com/go/cv](http://www.hp.com/go/cv), HP PSA Tool, HP CoffeeCoaching Channel
- C. [www.hp.com/go/cv](http://www.hp.com/go/cv), HP C3T Network Comparison Tool, HP CoffeeCoaching Channel
- D. [www.hp.com/go/cv](http://www.hp.com/go/cv), HP SMB Solutions Blog, HP CoffeeCoaching Channel

**Answer: D**

#### QUESTION 7

How does Unified Communications and Collaboration affect the workplace?

- A. It enables remote colleagues and office workers to stay connected, even when the corporate network is unavailable.
- B. It supports flexible work styles, enabling employees to work and access information from anywhere, any time, on any device.
- C. It improves employee productivity by enabling real-time communication and collaboration and minimizes the need for e-mail.
- D. It improves IT efficiency with a tool for consolidating a host of traditionally separate management tools, including network management.

**Answer: B**

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