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### What Client's Say

“ There are some less than 8 new questions, so this 70-695 dump is still mostly valid. Wrote the exams today and passed. ”

 **Timothy**  
★★★★★

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**Exam** : **HP2-T32**

**Title** : **Selling HP Enterprise Server Solutions and Services**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 Which HP server solution would a sales professional propose if the customer is opening a remote office and needs essential performance with the lowest acquisition cost?

- A. ML350 Gen9
- B. DL180 Gen9
- C. ML150 Gen9
- D. DL360 Gen9

**Answer:** C

NO.2 A customer has a multivendor environment and wants to purchase support services that would provide a single point of contact for all vendor solutions. Which HP Technology Service would you offer this customer?

- A. Flexible Capacity for Channel
- B. Foundation Care
- C. Datacenter Care
- D. Lifecycle Event Services

**Answer:** A

NO.3 What is a typical IT manager's concern that can help a sales professional recognize and validate the customer's server solution needs?

- A. a need to increase IT productivity while reducing operating costs
- B. a need to consolidate user requirements for new business applications
- C. a need to implement more efficient processes for performing backup
- D. a need to increase the number of skilled IT administrators

**Answer:** B

NO.4 A customer wants to implement cloud solutions but is concerned about the risks. Which HP Technology Service would you recommend to help the customers begin to implement cloud and scale at its own pace?

- A. Flexible Capacity for Channel
- B. Proactive Care Advanced
- C. Proactive Care
- D. Foundation Care

**Answer:** C

NO.5 Which downloadable HP document enables a sales professional to quickly find product information that helps to position and propose an HP server solution?

- A. Going All-in One HP compute case study
- B. HP Autonomy Software Family Guide
- C. HP PowerEdge customer presentation
- D. HP ProLiant Servers Family Guide

**Answer:** C