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**Exam** : **HP2-E56**

**Title** : **Selling HP SMB Solutions**

**Version** : **Demo**

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**

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**

3. Your customer's 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**

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: A**

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**