Vendor: HP

Exam Code: HP2-E46

Exam Name: Selling HP Volume Services Portfolio

Version: DEMO
QUESTION 1
How does the HP ServiceOne program "Expand" the opportunities for HP's resellers?

A. by simplifying the relationship with HP software partners
B. by differentiating the reseller relationships with 3rd party hardware vendors
C. by enhancing their delivery capabilities
D. by rewarding resellers with 3rd party software pricing

Answer: C

QUESTION 2
The HP ServiceONE program "differentiates" the relationship with resellers by providing preferential access to what?

A. HP's hardware products
B. HP's intellectual property and tools
C. HP's outsourcing services
D. 3rd party hardware vendor services

Answer: B

QUESTION 3
What are the three elements of the HP ServiceONE specialization?

A. Lifecycle Partner Focus, Lifecycle Customer Focus, and Differentiated Market
B. Product Expertise, Customer Knowledge, and Customer Relationship
C. Technology Focus, Rewards Focus, and Business Focus
D. Lifecycle Sales, Lifecycle Delivery, and Differentiated Relationship

Answer: D

QUESTION 4
Why should an organization invest in the "Instant-on Enterprise?"

A. to integrate and automate their business
B. to create a technology-centric IT architecture
C. to introduce tablet PCs into their organization
D. to adopt a distributed server architecture

Answer: A