HP

HP2-H65 Exam

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Version: 7.0

Question: 1

Which types of HP Services contracts are available to your customers? (Select two.)

A. Adjustable
B. Transactional
C. Standard
D. Durational
E. Custom

Answer: BD

Question: 2

Which two business initiatives indicate that a potential customer is ready for a conversation about Deploy? (Select two.)

A. They need to increase security for sensitive data.
B. They need IT resources focused on innovation.
C. They need to get reports about their IT performance environment.
D. They need to shift the IT focus/time from deployment tasks to core business activities.
E. They need to standardize IT implementations (global/multi-national, multi-location).

Answer: AB

Question: 3

A customer states that the standard base warranty is sufficient. How should you respond?

A. The standard base warranty only lasts 30 days. You might as well start by buying services to provide greater protection lor your devices.
B. With a base warranty, you cannot choose the service level or the repair method. Can you afford to wait if repairs are needed? What happens after the base warranty expires?
C. The price difference between services and hardware is so little. Does it make sense to only count on the standard base warranty?
D. 80% of customers who start with the standard base warranty will pay for enhanced service coverage before the standard warranty expires.

Answer: A

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