



**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**