



HP2-K23

Selling HP Storage Solutions

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Question: 1

What is a business benefit to your customers of implementing the HP Converged Infrastructure?

- A. The IT department can provision servers and storage more quickly, which frees up time for other IT tasks.
- B. IT resources do not need to be involved in storage provisioning, which releases them for maintenance activities.
- C. Downtime can be reduced by over 50%, which improves user productivity.
- D. The time taken to launch new services is dramatically reduced, which improves time to revenue.

Answer: D

Question: 2

Which statements describe the benefits of the HP Converged Infrastructure? (Select two.)

- A. It uses common hardware to lower cost and makes it easier for customers to manage.
- B. It enables customers to allocate costs for storage, servers and networking usage.
- C. It is built to exist not only in an HP world, but in the heterogeneous world as well.
- D. It allows existing equipment in the data center to be consolidated by at least 75%.
- E. It provides a single operating system for all servers and storage devices.

Answer: A,C

Question: 3

On which storage environment are 3PAR, P4000, EVA, and P9500 focused?

- A. SAN
- B. NAS
- C. Dedicated
- D. Archive

Answer: A

Question: 4

Which HP Storage strategy helps customers achieve better storage utilization without incurring capital expenditures for additional storage capacity?

- A. application integration
- B. scale-out virtualization
- C. storage simplification
- D. platform convergence

Answer: B

Question: 5

Which customer storage requirement is addressed with HP Thin Provisioning, HP StoreOnce Deduplication, HP Smart Tiers, and HP Insight Control?

- A. application integration
- B. storage virtualization
- C. platform convergence
- D. storage optimization

Answer: D

Question: 6

The P4000's ability to rapidly clone virtual machines translates into which business benefit?

- A. improved backups
- B. reduced security concerns
- C. faster deployments of new applications
- D. reduced networking costs

Answer: C

Question: 7

When traditional storage does not meet server virtualization requirements, what are the resulting issues? (Select two)

- A. performance bottlenecks
- B. capacity constraints
- C. configuration problems
- D. availability issues
- E. file sharing security issues

Answer: A,D

Question: 8

HP Storage is best positioned to deliver the storage infrastructure of the future with the "4 S's". Identify the appropriate 4 S's.

- A. Self-Optimized, Smart, Secure, Scalable
- B. Self-Directed, Smart, Simple, Scalable
- C. Self-Optimized, Smart, Simple, Scalable
- D. Self-Optimized, Smart, Streamlined, Scalable

Answer: C

Question: 9

The P4000 is well known for its "all-inclusive feature set." Which features are included in that set? (Select two.)

- A. Storage Clustering
- B. Accelerated Deduplication
- C. Network RAID
- D. Fusion Manager
- E. Continuous Remote Replication

Answer: A,C

Question: 10

Which words best describe the 3PAR value proposition?

- A. Multi-tenant, Efficient, Autonomic
- B. Multi-tenant, Efficient, Adaptive
- C. Multi-tenant, Efficient, Automatic
- D. Multi-tenant, Efficient, Scalable

Answer: A

Question: 11

In a 2010 Enterprise Strategy Group survey, organizations were asked what the most important consideration was when evaluating a scale-out solution. Which category did nearly 60% of the respondents view as the most important?

- A. reduced cost of infrastructure
- B. reduced power and cooling requirements
- C. reduced data center floor space requirements
- D. reduced IT staff-related costs

Answer: A

Question: 12

What is a benefit to your customers of using the HP Data Protector Granular Recovery Extension?

- A. HP Data Protector can store information to tape.
- B. The customer's VMware administrator can recover single items from Data Protector disk or tape backups.
- C. The customer's backup administrator can now store all requests in a queue and run them together in a single batch.
- D. HP Data Protector has a new user-friendly GUI.

Answer: B

Question: 13

What is the preferred way to promote and position Storage Essentials Professional Edition (SEPE) to your customers?

- A. Your customer's storage team will no longer need to be involved in strategic storage issues.
- B. Your customer can manage their storage lifecycle by analyzing system-wide capacity in real time.
- C. Your customer's organization will finally be able to decrease their dependence on business process automation.
- D. The SEPE software maps virtual servers, storage network, and storage device connectivity quickly using virtual server agents.

Answer: B

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