



HP2-K40

Selling HP Storage Solutions and Services

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QUESTION NO: 1

Which tool provides information about HP storage products, the competition, and where-to-sell scenarios?

- A. HP Storage SAN Design Reference Guide
- B. HP Product Bulletin
- C. HP Storage Product Reference Guide
- D. HP Sales Builder for Windows (SBW)

Answer: B

QUESTION NO: 2

Where can you find HP storage specific customer-facing presentations, competitor information, and training courses?

- A. HP Storage Product Selector
- B. HP Sales Builder for Windows
- C. HP Unison Partner Portal
- D. HP Storage SAN Design Guide

Answer: A

QUESTION NO: 3

A small or mid-sized business is starting out and needs to protect their data. What is an appropriate backup and data protection solution to recommend?

- A. HP StoreEver LTO tape
- B. HP StoreEver ESL Tape Library
- C. HP StoreVirtual Storage
- D. HPStoreEasy 1640

Answer: A

QUESTION NO: 4

A customer needs a solution that ensures high performance for the company's different workloads.

Which feature of the HP 3PAR StoreServ family provides this?

- A. remote copy
- B. system-wide striping
- C. inline deduplication
- D. thin persistence

Answer: B

QUESTION NO: 5

Which statement accurately describes HP StoreVirtual VSA licensing?

- A. Only Thin Provisioning requires purchasing additional licenses
- B. Only Remote Copy requires purchasing additional licenses.
- C. All additional features require additional licensing.
- D. The purchase price includes all features.

Answer: B

QUESTION NO: 6

Which HP 3PAR StoreServ model is positioned as an affordable entry point for flash performance and for accelerating small-to-mid-size online transaction processing and database environments, as well as virtual desktop infrastructure (VDI) deployments with up to 500 users?

- A. HP 3PAR StoreServ 7200c
- B. HP 3PAR StoreServ 7400c

- C. HP 3PAR StoreServ 10400
- D. HP 3PAR StoreServ 10800

Answer: A

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