

QUESTIONS & ANSWERS

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HP

HP2-K41

Selling HP Enterprise Storage Solutions and Services



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costs

Answer: D

Explanation:

(<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6479ENW.pdf>)

QUESTION: 44

What should be your primary focus in a meeting with a CEO?

- A. certification requirements
- B. demo of the management tools
- C. partnering to solve business goals
- D. IT solutions to reduce headcount

Answer: C

Explanation:

(<http://www.referenceforbusiness.com/encyclopedia/Ca-Clo/Chief-Executive-Officer-CEO.html>)

QUESTION: 45

Which HP product provides an archive shelf life of up to 30 years?

- A. HP StoreOnce
- B. HP StoreEver
- C. HP StoreVirtual
- D. HP StoreAll

Answer: B

Explanation:

(<http://www8.hp.com/us/en/products/data-storage/data-storage-technology.html?compURI=1359516#.VcIk2fOqqko>)

QUESTION: 46

What is an example of external pressure acting on an Enterprise Company?

- A. increased virtualization
- B. increased server utilization
- C. increased headcount
- D. increased product commoditization

Answer: D

QUESTION: 47

A key differentiator for an HP 3PAR StoreServ solution is that all systems are built as part of a single architecture designed to support one set of data services for multiple capabilities. What are these capabilities?

- A. replication, quality of service, thin provisioning, and deduplicated backup
- B. replication, quality of service, thin provisioning, and thin reclamation
- C. replication, quality of service, thin provisioning, and removable media
- D. replication, quality of service, thin provisioning, and data retention

Answer: B

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-8987ENW.pdf>

QUESTION: 48

A customer is gathering information on HP StoreOnce 6500. What is a question that you can ask to help you identify additional storage solutions?

- A. Are you interested in a Multinode HP StoreOnce?
- B. Do you require automatic backup failover?
- C. Can I also sell you media for your backup?
- D. Is your primary array a bottleneck for virtualization?

Answer: B

Explanation:

<http://www8.hp.com/in/en/products/data-storage/data-storage-products.html?compURI=1225752>

QUESTION: 49

A customer is interested in an HP 3PAR 7450c but also wants to replace a large number of older servers. The customer wants to manage both as one integrated system. Which product should you mention to show the added value of HP over the competition?

- A. HP StoreVirtual VSA and Software Defined Storage
- B. HP StoreOnce, Deduplication, and Data Protector
- C. HP ConvergedSystem and HP Converged Storage
- D. HP 3PAR Data Optimization Software

Answer: B

Explanation:

<http://h30507.www3.hp.com/t5/Around-the-Storage-Block-Blog/1-1-3-when-you-integrate-3PAR-StoreOnce-with-RMC/ba-p/182104#.VcMbhfOqqko>

QUESTION: 50

Which HP use case, centered around the delivery of virtualized IT as a service, should you use to take a customer to the New Style of Business?

- A. enabling the productive workplace
- B. empowering a data-driven enterprise
- C. protecting your digital assets
- D. transforming to an On-Demand IT infrastructure

Answer: D

Explanation:

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-7415ENW.pdf?ver=1.0>

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