HP2-K41

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HP2-K41

Selling HP Enterprise Storage Solutions and Services

Version 5.0

Exam E

QUESTION 1
With whom would you discuss the value of incorporating HP Converged Storage solutions to standardize, simplify, and easily transform current and future acquisitions into infrastructure?

A. COO
B. Line of Business Executive
C. CIO
D. IT Manager

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://h30507.www3.hp.com/t5/Enterprise-Services-Blog/Game-changers-CIOs-on-digital- transformation/ba-p/183402#.VbuoIfOqqkp)

QUESTION 2
A customer is experiencing wasted time, productivity delays, and failed SLAs, which is limiting their business transactions. What must a storage solution for this customer entail?

A. It must enable high utilization and low operational overhead.
B. It must allow data to stay online and available during any failures.
C. It must be predictable and scalable, with no bottlenecks.
D. It must be highly efficient, using thin technologies.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://h18006.www1.hp.com/storage/pdfs/hpstoreonce.pdf)

QUESTION 3
Which area related to the business' goals should you focus on when meeting with an IT Manager?

A. product technical specifications
B. value and benefits
C. competitive analysis

D. product speeds and feeds

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/V2/GetPDF.aspx/4AA5-2962ENW.pdf)

QUESTION 4
Which HP Storage solution should you position when a customer wants Software-Defined Storage (SDS) but needs larger capacity that requires mixed connectivity, including iSCSI and FC?

A. HP StoreVirtual 4000
B. HP StoreOnce
C. HP StoreVirtual VSA
D. HP 3PAR StoreSev

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/products/disk-storage/product-detail.html?oid=4118659)

QUESTION 5
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

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 6

What is a result of implementing Software Defined Storage (SDS)?

A. lower latency
B. improved IT agility
C. automated backups
D. elimination of restore

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
(http://resources.computerworld.com/ccd/assets/83176/detail)

QUESTION 7
HP StoreOnce Backup uses deduplication to redefine backup and recovery with faster recovery than competing systems. For recovery, how much faster is HP StoreOnce Backup than competing systems?

A. 2 times
B. 3 times
C. 4 times
D. 5 times

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/products/data-storage/storeonce.html)

QUESTION 8
Which HP solution provides a single, common framework for monitoring, troubleshooting, and managing critical visualization infrastructure layers?

A. HP Insight Online
B. HP StoreServ Management Console
C. HP 3PAR Peer Motion
D. HP OneView

Correct Answer: D
Section: (none)

Explanation

Explanation/Reference:
(http://h30507.www3.hp.com/t5/Converged-Infrastructure/HP-OneView-now-includes-Capacity- Optimization-and-Modeling/ba-p/184157#.VcDqsPOqqkp)

QUESTION 9
With whom would you discuss how HP Storage solutions help meet performance service level agreements (SLAs)?

A. IT Manager
B. COO
C. CIO
D. Line of Business Manager

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://h18000.www1.hp.com/products/servers/management/IDC-ICE-ROIWhitePaperFinal.pdf)

QUESTION 10
Which HP solution arrives pre-configured with HP ProLiant hardware, StoreVirtual VSA, and OneView management, and can be deployed in less than 15 minutes?

A. HP StoreEver LTO-5 Ultrium 3000 SAS
B. HP ConvergedSystem 200-HC StoreVirtual System
C. HP StoreOnce with Integrity Plus Assurance
D. HP StoreOnce 6500 with Federated Catalyst

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/products/data-storage/hyper-converged.html)

QUESTION 11
Which HP Storage product is appropriate to propose for an ITaaS solution?

A. HP 3PAR StoreServ

B. HP XP7 Storage

C. HP StoreAll

D. HP StoreVirtual VSA

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/products/data-storage/3parstoreserv.html)

QUESTION 12
Your customer's storage investment is a key component. Which proof of impact should you show the customer to help them determine their total cost of ownership (TCO)?

A. infrastructure impact

B. technology impact

C. financial impact

D. strategic impact

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
(http://www.ts.avnet.com/uk/vendors/hp/alinean_white_paper_oracle_based_on_hp_infrastructure_t co_analysis.pdf)

QUESTION 13
What is the most effective HP resource to use in order to prove to your customer why they should choose HP?

A. HP battle card

B. HP Storage Product Reference Guide

C. HP case study

D. HP customer presentation

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

(http://blogs.forrester.com/dean_davison/11-04-12-whats_the_value_of_battle_cards and http://www.aventigroup.com/resources/page/competitive-battle-cards-the-sales-teams-best-weapon)

QUESTION 14
What should be your primary focus in a meeting with a CFO?

A. the affordable cost of the products
B. the resulting increase in IT productivity
C. the TCO and ability to address business needs
D. the speed and agility of an all-Flash solution

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/us/en/hp-financial-services/campaign/cfo.html)

QUESTION 15
When asking qualifying questions about backup modernization, which role in the organization would you ask the following question to: "Are your operations and costs predictable, and do you have failover and visibility?"

A. CEO
B. Line of Business Executive
C. IT Manager
D. COO

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 16
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

Correct Answer: C
Section: (none)
Explanation

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

QUESTION 17
What is the business value provided by HP 3PAR StoreServ performance and resiliency features, including mixed workloads?

A. it doubles virtual machine density, saving space, resources, and cost
B. it provides high efficiency and increases capacity requirements by 50%
C. it eliminates tedious manual storage provisioning, saving time, resources, and revenue
D. it provides the networking components to connect heterogeneous servers and storage devices

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://h18006.www1.hp.com/storage/pdfs/4AA4-4078ENW.pdf)

QUESTION 18
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?

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/products/data-storage/data-storage-products.html?compURI=1225752)

QUESTION 19
Which HP resources should you use in order to show which products to cross sell and attach, so that you can grow your deals?

A. HP play card and customer presentations
B. HP case studies and customer presentations
C. HP play card and HP Storage product reference guide
D. HP play card and case studies

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 20
Your customer is having issues with quickly responding to new business opportunities. Which HP play card would you use as a resource?

A. Regulatory Compliance
B. Backup Modernization
C. Virtualization and Cloud
D. Accelerate Mission Critical Applications

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-6767ENN.pdf)

QUESTION 21
Which business value is provided by HP Storage Data Migration Service?

A. reduce management time, expand infrastructure, and increase OPEX
B. enable solutions that increase storage capacity requirements
C. reduce business risk and speed time to application availability
D. minimize storage and data center maintenance costs

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://h20195.www2.hp.com/v2/getpdf.aspx/5982-4107en.pdf)

QUESTION 22
Your client requires Tier-1 availability and DR, including remote replication for Oracle E-Business Suite applications, and believes that HP 3PAR StoreServ does not have the replication capabilities to meet their HA and DR requirements. How should you respond?

A. HP is the only vendor in the storage industry willing to stand behind our product and guarantee double the Oracle virtual machine density across midrange, Enterprise, and all-flash HP 3PAR StoreServ arrays.
B. HP is the only vendor in the storage industry willing to stand behind our product and guarantee 6- nines data availability for Oracle applications across midrange, Enterprise, and all-flash HP 3PAR StoreServ arrays.
C. HP is the only vendor in the storage industry willing to stand behind our product and guarantee a 95% reduction in Oracle backup requirements across midrange, Enterprise, and all-flash HP 3PAR StoreServ arrays.
D. HP is the only vendor in the storage industry willing to stand behind our product and guarantee 90% capacity reduction for Oracle applications across midrange, Enterprise, and all-flash HP 3PAR StoreServ arrays.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/V2/getpdf.aspx/4AA3-2542ENN.pdf?ver=11.0)

QUESTION 23
You are positioning HP 3PAR StoreServ Storage solutions for a Microsoft Exchange and SharePoint sale. Which solutions do you select in order to grow your deal size with a higher performing backup solution?

A. HP StoreFabric Networking and HP StoreAll
B. HP StoreFabric Networking and HP StoreOnce
C. HP StoreFabric Networking and HP StoreVirtual
D. HP StoreFabric Networking and HP StoreEasy

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-4790ENW.pdf)

QUESTION 24
What does HP Data Privacy Services allow you to do?

A. Erase data from retired servers and storage arrays in compliance with government regulation.

B. Design a security solution for protecting data centers from advanced malware threats.

C. Provide a comprehensive security audit to detect weaknesses that can be exploited by hackers.

D. Design a Bring Your Own Device (BYOD) solution that meets with regulatory compliance.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-1159ENW.pdf)

QUESTION 25
A customer wants to implement cloud solutions but is concerned about the risks. Which HP Technology Service would you recommend to help the customers begin to implement cloud and scale at its own pace?

A. Flexible Capacity for Channel

B. Proactive Care

C. Foundation Care

D. Proactive Care Advanced

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www.hp.com/hpinfo/newsroom/press_kits/2014/GlobalPartnerConference2014/TS_GPC_FS.pdf)

QUESTION 26
A customer has a multivendor environment and wants to purchase support services that would provide a single point of contact for all vendor solutions. Which HP Technology Service would you offer this customer?

A. Flexible Capacity for Channel

B. Datacenter Care

C. Lifecycle Event Services

D. Foundation Care

Correct Answer: B
Section: (none)

Explanation

Explanation/Reference:
(http://www8.hp.com/in/en/business-services/it-services/datacenter-multivendor-services.html)

QUESTION 27
Which statement correctly explains the recommended strategy for selling HP Technology Services?

A. Offer a service only if the customer's IT department lacks the expertise to design, implement, or manage a solution.
B. Approach the customer when a product warranty expires so the customer does not lose service coverage.
C. Suggest a service when the customer calls to ask you for help in implementing the solution or troubleshooting a problem.
D. Recommend the appropriate services at point of sale so the customer can take full advantage of the HP solution.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 28
How does the HP ServiceOne program expand your company's business?

A. It qualifies your company to deliver the services sold by another partner.
B. It provides recurring revenue streams because your company delivers the HP Services it sells.
C. It qualifies your company to receive referrals for selling HP Technology Services to new customers.
D. It allows you to deliver HP Technology Services that other partners sell to their customers.

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
(http://m.hp.com/in/en/news/details.do?id=1837793&articletype=news_release)

QUESTION 29
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

Correct Answer: B
Section: (none)
Explanation

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

QUESTION 30
What should you always attach to an HP StoreEver solution sale?

A. HP StoreEasy

B. HP StoreOnce

C. HP Tape Media

D. HP StoreVirtual

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/v2/GetPDF.aspx/c04123270.pdf)

QUESTION 31
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

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-7415ENW.pdf?ver=1.0)

QUESTION 32
What is the benefit to the customer when buying HP StoreFabric products from HP as opposed to directly from the vendor or a competitor?

A. lower CAPEX expenditure
B. improved performance specification
C. HP Ecosystem testing and certification
D. HP support for FICON

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://blogs.emulex.com/hp/page/2/)

QUESTION 33
A customer has heard from a competitor that HP does not provide a consolidated storage array platform that supports mission-critical applications, including Tier-2 and Tier-3 applications. How do you respond?

A. The All-Flash 3PAR StoreServ 7440c is an ideal choice for mainstream enterprise mission-critical applications. However, for broad consolidation of more diverse workloads needing less performance but more capacity oriented tiers, the 7000 and 10000 series of 3PAR StoreServ offers excellent mixed workload performance.
B. The All-Flash 3PAR StoreServ 7200c is an ideal choice for mainstream enterprise mission-critical applications. However, for broad consolidation of more diverse workloads needing less performance but more capacity oriented tiers, the 7000 and 10000 series of 3PAR StoreServ offers excellent mixed workload performance.
C. The All-Flash 3PAR StoreServ 7450c is an ideal choice for mainstream enterprise mission-critical applications. However, for broad consolidation of more diverse workloads needing less performance but more capacity oriented tiers, the 7000 and 10000 series of 3PAR StoreServ offers excellent mixed workload performance.
D. The All-Flash 3PAR StoreServ 7400c is an ideal choice for mainstream enterprise mission-critical applications. However, for broad consolidation of more diverse workloads needing less performance but more capacity oriented tiers, the 7000 and 10000 series of 3PAR StoreServ offers excellent mixed workload performance.

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/V2/getpdf.aspx/4AA4-6962ENW.pdf?ver=2.0)

QUESTION 34
Which action, performed on the data before sending it over a network, allows HP StoreOnce Backup to eliminate common network bottlenecks?

A. encrypt data
B. deduplicate data
C. chuck data
D. federate data actually the option should be federated deduplicated data as evident from below link

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
(http://h18006.www1.hp.com/storage/pdfs/4AA3-8567ENW.pdf)

QUESTION 35
In a sales upgrade to an HP 3PAR StoreServ 7400c, a customer expresses objections to moving data from an HP Enterprise Virtual Array to the new array. The customer believes that there is a high risk and high cost to perform the upgrade. What should you say?

A. A straightforward, easy-to-use Online Import Tool is included.
B. The competitors have more difficulties than HP when performing this migration.
C. The MPX200 is a suitable product to purchase to perform this upgrade.
D. It is possible to easily back up your EVA and quickly restore it to a 3PAR array.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:
(http://www8.hp.com/h20195/V2/getpdf.aspx/4AA4-4120ENW.pdf?ver=3.0)

QUESTION 36
What is the most useful information to capture in your customer meeting in order to prepare an effective final presentation?

A. difference in costs for full-time and contractor labor rates
B. data center power and cooling costs
C. the amount of racks and floor space required for the proposed HP Storage solution
D. business impact of customer solving, or not solving, business issues or problems

Correct Answer: D
Section: (none)
Explanation

D. HP play card

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
(http://h40060.www4.hp.com/email/eg/may-14/pages/tools.html)

QUESTION 40
Which HP 3PAR StoreServ software enables failover/failback between two sites/data centers to be transparent to hosts, without any disruption to applications running on them?

A. Peer Motion
B. Thin Provisioning
C. Peer Persistence
D. Remote Copy

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:
(http://www.hp.com/hpinfo/newsroom/press_kits/2012/HPDiscoverFrankfurt2012/HP_3PAR_Peer_Per sistence.PDF)