

HP

Exam HP2-K33

Selling HP Enterprise Storage Solutions.

Version: 7.0

[Total Questions: 76]

Question No : 1

Your customer has 3 medium-sized enterprises with 2000 employees. Both HP 3PAR StoreServ and HP StoreVirtual products will meet their requirements. Which statement would make you think that HP StoreServ is a better fit for this customer?

- A. Customer has an existing Fibre Channel SAN and network infrastructure
- B. Customer is very cost sensitive and likes iSCSI
- C. Customer wants an HP Bladesystem based solution
- D. Customer requires an integrated VMware vMSC solution

Answer: A

Question No : 2

Your customer has several remote offices with only one or two application servers. They use Symantec NetBackup. Which HP product would you recommend?

- A. Run HP Data Protector on a server with spare capacity in each remote office.
- B. Select the smallest of the HP StoreOnce appliances, such as the HP StoreOnce 2620 Series for each remote office
- C. Use HP StoreOnce Open Storage Technology (OST) plug-in on remote office servers
- D. Use HP StorEver LTO-6 Ultrium Tape products with LTFS for fast and easy access in each of the remote offices

Answer: C

Question No : 3

Analysts state that 50% of storage is connected to a virtual machine. What is a key implication of this fact for your sales campaigns?

- A. It is too late to sell storage for virtualized servers to half the market. All sales campaigns should focus on selling backup software to these clients
- B. Users with traditional storage installations connected to virtual machines will be discovering the limitations of their existing environments
- C. The sales approach will be the same across the board - HP Converged Storage is the most scalable and cost-effective platform for client virtualization
- D. The only opportunity is to consider compliance needs with organizations that have

already connected disk storage to virtual machines

Answer: C

Question No : 4

How do the HP 3PAR StoreServ products manage massive scale without massive OPEX?

- A. They start with small configurations that are easily scaled; storage capacity is added as users demand larger allocations
- B. They reduce the storage footprint in the data center, maximize the efficiency of administration, and maintain capacity efficiency over time
- C. They are power efficient, can be placed anywhere in the data center, and can be scaled simply by adding an additional array rack
- D. They use less power per rack, can be efficiently managed, and are upgradable by the user

Answer: D

Question No : 5

Which HP Services offering is designed to support MP Converged Storage solutions, provide enhanced call experience and deliver personalized options?

- A. a HP Lifecycle Event Services
- B. HP Technology Services
- C. HP Proactive Care
- D. HP Data Center Care

Answer: C

Question No : 6

Which HP Storage software allows SQL hosts to remain online serving their business applications even when they switch from their original site to a disaster-recovery (DR) site?

- A. HP 3PAR Peer Persistence software

- B. HP 3PAR Peer Motion software
- C. HP 3PAR Dynamic Optimization software
- D. HP 3PAR Recovery Manager software for MS SQL Server

Answer: A

Reference:http://www.hpmnetworks.com/pdf/whitepapers/hp_storage.pdf(see page 30, HP 3PAR peer persistence software, 3rdsentence)

Question No : 7

You have discovered that your customer recently suffered a failed backup - the backup had stopped halfway through due to a hardware failure. How would you position HP StoreOnce backup as a way to improve the customer's overall data protection reliability?

- A. by improving the WAN to the speed of the data transfer and hence reduce the backup time
- B. by using autonomic restart to restart a job if a backup node fails
- C. by performing unattended backups during non-business hours
- D. by using multiple disk drives in a RAID 0 configuration to store the deduplicated data

Answer: B

Reference:<http://h18006.www1.hp.com/storage/pdfs/4AA3-8567ENW.pdf>(page 8, scale-out architecture with high availability, second para)

Question No : 8

What is the power of HP StoreOnce deduplication and Catalyst technology?

- A. It enables deduplication tasks to be distributed across the whole information protection infrastructure including remote offices and the datacenter
- B. It provides best in class deduplication in the main data center with 7x the backup performance of the competition
- C. It provides deduplication only at the application server which means application servers can be restored rapidly
- D. It works with HP Data Protector, which means it has an industry leadership position in

enterprise backup

Answer: A

Question No : 9

All HP 3PAR StoreServ products support the same operating system. How do customers configure the array to their unique requirements?

- A.** The HP 3PAR StoreServ array controllers contain registers to adapt their behavior to meet the specific needs of customer applications.
- B.** All arrays are the same. There is no need to adapt the functionality to individual customer applications.
- C.** HP 3PAR Application Suites are available to tailor HP 3PAR StoreServ storage for the most efficient deployment and use of applications.
- D.** The single pane of glass console allows customers to set the parameters of the Autonomic controller to optimize the functions of the array to meet the needs of their applications.

Answer: C

Question No : 10

What is NOT an additional sales opportunity when customers are moving to a multi-site high availability solution offered by HP 3PAR Peer Persistence?

- A.** additional VMware server to server migration licenses for workload involvement
- B.** additional VMware Insight Management software to monitor performance
- C.** additional server capacity sales to meet new workload needs
- D.** enhance the customer's fabric performance with HP StoreFabric switches

Answer: C

Question No : 11

Which HP product would you recommend to a customer looking to develop a cloud infrastructure with a high I/O requirement in their environment?

- A. HP StoreOnce B6200
- B. HP 3PAR StoreServ 7000
- C. HPStoreVirtual 4130
- D. HPStoreVirtual VSA

Answer: B

Question No : 12

When prospecting for a messaging system, which question would be appropriate in the early stages of the customer discussions?

- A. Are you using a dedicated SAN environment for your current Exchange system?
- B. How many servers do you have running Exchange, and who supplied these servers?
- C. What pressures are there to reduce storage costs arising from the messaging environment?
- D. Did you install your existing Exchange storage environment using internal resources?

Answer: C

Question No : 13

Your customer is struggling to manage its IT budget and has strict capital expenditure limits while, at the same time, is having difficulty keeping up with demands from the business. What is the likely reason for the customer's issues?

- A. The customer has too much data on disk. They need to install high performance tape libraries to archive data off the disks.
- B. The customer's storage is based on architectures developed twenty years ago. It is inadequate for today's requirements, and is causing overall costs to rise.
- C. The customer is buying storage on drives that do not have adequate capacity to be economic, they need to buy much larger drives.
- D. The customer is using too much storage. They need to impose much stricter rules on personal storage management

Answer: A

Question No : 14