HP

Exam HP2-K40

Selling HP Storage Solutions and Services

Version: 6.0

[Total Questions: 50]

Question No : 1

A consulting company with limited IT Staff needs to easily manage its storage, files, databases, and backup and recovery processes. What is the highest priority for this company to meet their needs?

A. data compliance and protection
B. simplified and reduced administration
C. internal and external communications improvement
D. increased efficiency of storage utilization

Answer: B

Explanation: http://h17007.www1.hp.com/docs/mark/4AA3-4092ENW.pdf

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: C

Explanation: (https://h20375.www2.hp.com/portal/site/publicpartnerportal-ap/menuitem.e55bd2241bad3a535c3fdbbc8743ce01)

Question No : 3

How does hyper-converged storage enable customers to accelerate time to deploy from months to days?

A. It uses a fully-integrated computing, networking, and storage solution.

B. It combines a customer-defined hypervisor with an industry-standard server.

C. It is open and uses multiple silos to enable rapid deployment.

D. It enables the use of competitor storage and existing servers.

Answer: A

Explanation:

(http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-7523ENW.pdf?ver=1.0)

Question No : 4

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

Explanation: (http://www8.hp.com/h20195/V2/getpdf.aspx/4AA5-4679ENN.pdf?ver=1.0)

Question No : 5

An SMB customer wants to deploy Hyper-V and SQL workloads over a server message block (SMB) file share. What is the recommended solution?

A. HP StoreOnce VSA
B. HP StoreEasy
C. HP enclosures
D. HP MSA 1040/2040

Answer: B

Explanation: (http://h20195.www2.hp.com/v2/getpdf.aspx/4AA5-3516ENW.pdf)

Question No : 6

What does the HP MSA Remote Copy functionality provide?

A. a real time copy of a volume in the same array
B. a real time copy of the volume in another location
C. a snapshot of the volume in another location
D. a snapshot of the volume in the same array

Answer: D

Explanation:

(http://www8.hp.com/in/en/products/storage-software/product-detail.html?oid=4118522#!tab=features)

Question No : 7

What are HP differentiators when proposing storage for an HP Microsoft SQL solution? (Select two.)

A. lowest purchase price
B. best path to the future
C. best resolution rate of all vendors
D. best total cost of ownership
E. highest purchase price

Answer: B,D

Explanation:

(http://h17007.www1.hp.com/in/en/converged-infrastructure/converged-systems/microsoft-sql.aspx#.VZSZQxuqqko)