HP

Exam HP2-K24

Selling HP SMB Storage

Version: 7.1

[Total Questions: 61]

Question No : 1

What impact is the rapid growth of mobile and web applications like Twitter, YouTube, and Facebook having on IT?

A. IT organizations are able to more easily adjust strategies and operations with the inclusion of social networks.
B. Users expect their office IT systems to work 24x7, provide instant responses, and have sophisticated user interfaces.
C. Storage capacity needs to increase to accommodate the large files created by personal web data.
D. Users expect higher resolution displays for their work environment to match that which they have at home or on the move.

Answer: C

Explanation: Every two days now we create as much information as we did from the dawn of civilization up until 2003, according to Schmidt. That's something like five exabytes of data, he says.

Let me repeat that: we create as much information in two days now as we did from the dawn of man through 2003.

"The real issue is user-generated content," Schmidt said. He noted that pictures, instant messages, and tweets all add to this.

Reference: Eric Schmidt: Every 2 Days We Create As Much Information As We Did Up To 2003

http://techcrunch.com/2010/08/04/schmidt-data/

Question No : 2

Based on research by IDC, what is the worldwide SMB IT spend expected to be in 2014?

A. approximately $500 million
B. approximately $100 billion
C. approximately $300 billion
D. approximately $600 billion

Answer: D

Explanation: IDC forecasts that the worldwide SMB IT spending will grow to nearly $629.3bn in 2014. Despite the $17.4bn spending increase expected in 2010, SMB IT spending levels will not return to 2008 levels until 2011.

Reference: Global SMB IT spending to reach $629.3bn in 2014, says IDC

http://midmarketit.cbronline.com/news/global_smb_it_spending_to_reach_6293bn_in_2014_says_idc_100323

Question No : 3

One of your customers has an IT team with three full time employees and three to four contractors brought in occasionally when needed. On average, approximately how many people are likely to be working on the introduction of innovative solutions to grow their business, reduce costs, and improve ROI?

A. One person
B. Two people
C. Three people
D. Four people

Answer: A

Question No : 4

Identify who said, "Every two days we create as much information as we did from the dawn of civilization up to 2003."

A. Eric Schmidt, Google
B. Dave Donatelli, HP
C. Tim Berners-Lee, W3C
D. Roger W. Cox, Gartner

Answer: A

Explanation: Every two days now we create as much information as we did from the dawn of civilization up until 2003, according to Schmidt. That's something like five exabytes of data, he says.

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"The real issue is user-generated content," Schmidt said. He noted that pictures, instant messages, and tweets all add to this.

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Question No : 5

The average American is consuming more that 34Gbytes of data per year. This is placing increased pressure on the management of which type of SMB infrastructure?

A. mobile phones
B. storage
C. scanners
D. printers

Answer: B

Question No : 6 DRAG DROP

You are preparing for a meeting with your SMB customer, who has a mid-sized data center. Match the topics you should be ready to discuss with the corresponding roles within your customer's organization.
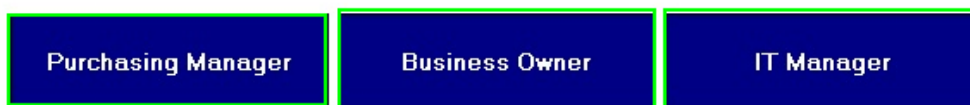
Topics

place here	HP innovations can help the customer deliver leadership in meeting the business requirements while reducing costs.
place here	HP solutions save time and money, showing the true TCO by optimizing the IT infrastructures.
place here	HP solutions can help manage, protect, and grow the customer's business while driving out costs and doing more with less.

| Purchasing Manager | Business Owner | IT Manager |

Answer:

Topics

Business Owner	HP innovations can help the customer deliver leadership in meeting the business requirements while reducing costs.
IT Manager	HP solutions save time and money, showing the true TCO by optimizing the IT infrastructures.
Purchasing Manager	HP solutions can help manage, protect, and grow the customer's business while driving out costs and doing more with less.

| Purchasing Manager | Business Owner | IT Manager |

Question No : 7

The data explosion started when the IT industry reached a significant milestone in information processing and storage: Shared Storage Arrays were emerging, 500 million PCs were in use, and 3G networks were being established.

In which year did this happen?

A. 2000

B. 2003

C. 2006

D. 2011

Answer: B

Explanation: * The first pre-commercial 3G network was launched by NTT DoCoMo in Japan in 1998, branded as FOMA. It was first available in May 2001 as a pre-release (test) of W-CDMA technology. The first commercial launch of 3G was also by NTT DoCoMo in Japan on 1 October 2001, although it was initially somewhat limited in scope; broader availability of the system was delayed by apparent concerns over its reliability.

The first commercial 3G network was launched by Hutchison Telecommunications branded as Three or "3" in J June 2003.

* In 2001, 125 million personal computers were shipped in comparison to 48 thousand in 1977. More than 500 million PCs were in use in 2002 and one billion personal computers had been sold worldwide since mid-1970s till this time.

Question No : 8

Which issue might your customer be experiencing with Microsoft Exchange 2003?

A. It has limitations on mailbox size.

B. It uses non-standard network protocols.

C. It has limited management tools.

D. It is able to use only direct attached storage.

Answer: D

Explanation: It is generally recommended that you use a direct access storage device (DASD) or a SAN-attached disk storage solution because these configurations optimize performance and reliability for Exchange 2003. Microsoft does not support using network-attached storage solutions unless they meet specific Windows requirements.

Reference: Micosoft Exchange Server, Overview of Storage Technologies

http://technet.microsoft.com/en-us/library/aa995741(EXCHG.65).aspx (first important note on the page)

Question No : 9

HP has a range of solutions for small businesses that employ between 10 and 99 employees.

What is this range of solutions called?

A. HP Just Right IT
B. HP Rational IT
C. HP Converged IT
D. HP Balanced IT

Answer: A

Explanation: SMB is an abbreviation for small and medium-sized business, sometimes seen as small and midsized business. A business with 100 or fewer employees is generally considered small, while one with 100-999 employees is considered to be medium-sized.

HP today introduced its "Just Right IT" portfolio, which makes it easy for micro and small businesses to get exactly the IT capabilities they need at just the right time and just the right price so they can focus on better serving their customers.

The portfolio includes new server, printer and PC products designed and priced "just right" to deliver affordability and value to small businesses.

"While small to mid-size businesses (SMBs) remain cautious about the economy, they continue to look for ways to simplify operations and prepare for growth," said Anil Miglani, senior vice president at AMI Partners, a strategy consulting firm. "HP, with the help of its channel partners, offers an expanded technology portfolio with realistic financing options that enable SMBs to manage data expansion, improve employee productivity and retain, as well as attract, clients."

Reference: http://www.hp.com/hpinfo/newsroom/press/2010/100908a.html

Question No : 10

Which HP Storage solution for Virtualized Servers enabled Mitsubishi Electric to save several hundred thousand dollars?

A. P1000 3PAR Utility storage
B. P4000 LeftHand SAN
C. HP P6300 EVA Disk Array
D. HP X9000 IBRIX NAS

Answer: B

Explanation: When their direct attached storage (DAS) system was not working efficiently, Mitsubishi Electric Automation made the decision to implement a new and more resilient HP Converged Infrastructure architecture that included an HP StorageWorks P4000 SAN Solution (formerly HP LeftHand).

Business benefits
* Technology better aligned with business needs
* Fast backups decrease management time, free staff to work on other business-critical issues
* Storage and server virtualization combined for projected savings of hundreds of thousands of dollars
* Reduced hardware footprint and energy consumption by 30%
* Thin Provisioning optimizes storage utilization and reduces storage costs

Reference: HP Converged Infrastructure delivers an efficient new storage-management system for Mitsubishi Electric Automation

http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA2-7876ENW.pdf

Question No : 11

Which capability of HP P4000 makes it possible for SAP backups to be reduced from typically several hours to a few minutes?

A. P4000 LeftHand Network RAID
B. P4000 LeftHand Thin Provisioning
C. P4000 LeftHand Multi-site SAN