

HP

Exam HP2-K32

Selling HP SMB Storage

Version: 6.0

[Total Questions: 50]

Question No : 1

Which requirements would prevent you from offering the HP 3PAR StoreServ product to a customer?

- A. The customer needs to have thin provisioning.
- B. The customer has a VMware vSphere environment.
- C. The customer has a need for BC/DR capability.
- D. The customer specifically requires VMware vMSC cluster support.

Answer: C

Question No : 2

Your midmarket customer wants to develop a private cloud solution. Which HP Storage product will be best suited to that requirement?

- A. HP StoreVirtual VSA
- B. HP StoreVirtual 4500
- C. HP 3PARStoreServ7000
- D. HP StoreOnce

Answer: B

Reference:<http://www.nikeconsultants.co.uk/solutions/storage-solutions/3par-storage-solutions-lead-the-way/>(see 3PAR storserv storage solutions, second sentence)

Question No : 3

What is the major difference between block based and file based data?

- A. File based data is typically unstructured.
- B. File based data is typically found in a database.
- C. Block based data is typically stored on a network-attached appliance.
- D. Block based data is typically generated by rich media applications.

Answer: A

Reference:<http://www.novell.com/products/file->

reporter/features/accurate_assessment.html(first sentence)

Question No : 4

HP StoreEasy is Efficient and Highly Available and provides many other features. Which additional feature is regarded as key for your customers?

- A. Easy Integration
- B. Simple Management
- C. Security
- D. Cost Effective Performance

Answer: B

Reference:http://h18004.www1.hp.com/products/quickspecs/14434_na/14434_na.pdf(page 1, overview)

Question No : 5

How does utilizing HP StoreOnce for backup enable the use of low bandwidth links?

- A. only the files that have changed need to be transferred
- B. only the data blocks that have changed are transferred
- C. backups do not need to be performed so frequently
- D. backups are performed during non-business hours

Answer: B

Reference:http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html(See lower the cost of disaster recovery and remote office data protection)

Question No : 6

How does using HP StoreOnce backup improve data protection reliability?

- A. by eliminating manual processes
- B. by using multiple disk drives as a store
- C. by performing backups during non-business hours
- D. by increasing the speed of the data transfer

Answer: B

Reference:http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html

Question No : 7

How does Exchange 2010/2013 enable the use of virtualized environments?

- A. It allows comprehensive e-discovery against all emails stored in the Exchange archives.
- B. It provides automated deduplication to reduce the size of stored files.
- C. It enables IT to reuse unallocated disk space and host all mailboxes on local servers.
- D. It places less demands on storage, thus enabling the use of SAN storage architectures.

Answer: A

Question No : 8

Your SMB customer has spare server capacity and wants to implement shared storage for a virtual environment. Which product would you recommend?

- A. HP MSA 2000
- B. HP StoreVirtual 4000
- C. HP StoreVirtual VSA
- D. HP 3PARStoreServ7000

Answer: C

Reference:[http://webcache.googleusercontent.com/search?q=cache:amvNAYrXsDIJ:www.8.hp.com/us/en/products/data-storage/data-storage-products.html%3FcompURI%3D1225885+&cd=1&hl=en&ct=clnk#.UStBjOsd6RI\(See HP StoreVirtual VSA, first bullet\)](http://webcache.googleusercontent.com/search?q=cache:amvNAYrXsDIJ:www.8.hp.com/us/en/products/data-storage/data-storage-products.html%3FcompURI%3D1225885+&cd=1&hl=en&ct=clnk#.UStBjOsd6RI(See HP StoreVirtual VSA, first bullet))