



Selling HP Storage Solutions and Services

Version: 7.2

[Total Questions: 55]



Question No:1

Which two benefits do HP Technology Services offer HP ServiceOne Partners? (Select two.)

- A. increased account control and customer loyalty
- **B.** minimized complexity of service delivery
- C. cloud-enabled service provisioning
- **D.** single point of contact for the customer
- E. expanded flexibility for greater return on IT investment

Answer: B,D

Reference: http://www8.hp.com/h20195/V2/GetPDF.aspx/4AA4-1753ENW.pdf

Question No: 2

How do HP StoreEasy solutions help to optimize storage management?

- **A.** by enabling adaptive optimization for unpredictable workloads
- **B.** by eliminating business risk by modernizing backup and recovery
- C. by boosting performance and deduplication ratios
- **D.** by including an intuitive wizard-driven storage provisioning tool

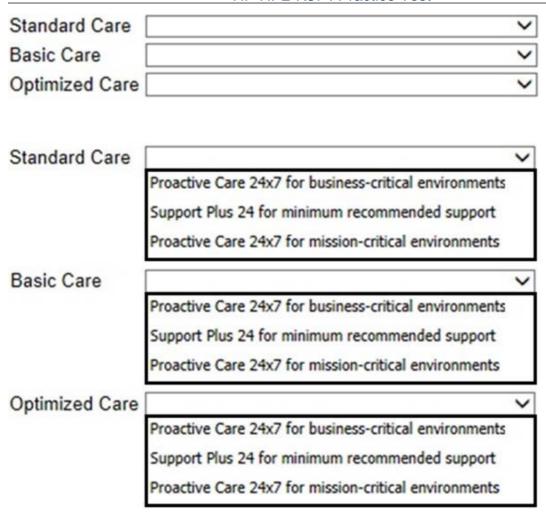
Answer: D

Reference: http://www8.hp.com/h20195/v2/GetPDF.aspx%2Fc04114513.pdf

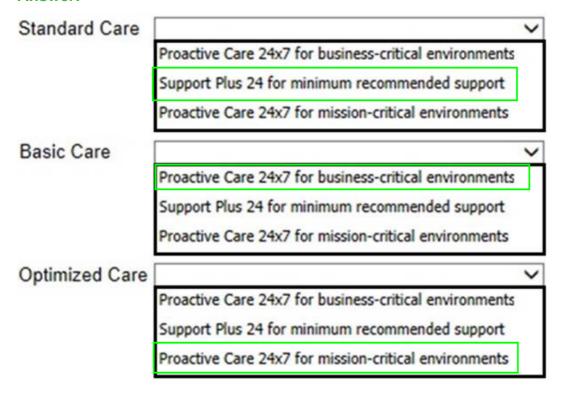
Question No: 3 HOTSPOT

Match the HP operational support service with the level of care it provides.





Answer:





Question No: 4

A customer with a reduced budget needs to minimize the network utilization costs and administration time required to move data between headquarters and branch offices.

Which feature of HP storage would help this customer keep frequently used content local?

- A. Snapshots
- B. Hosted BranchCache
- C. Volume Shadow Copy Service
- **D.** Remote Replication

Answer: B

Reference:

http://www.hp.com/hpinfo/newsroom/press_kits/2012/SMBrespond/SMB_StoreEasy_Fact_Sheet.pdf (page 1, 5th para)

Question No: 5

A customer plans to virtualize Microsoft SQL Server in their data center.

Which consideration is important in helping this customer plan their storage needs?

- **A.** VMware SRM and VAAI and Microsoft Hyper-V Live Migration all require advanced shared storage solutions,
- **B.** HP MSA 2000 storage solutions do not support Citrix XenServer virtualization software.
- **C.** The number of virtual machines residing on a physical host is limited by the storage bandwidth requirements.
- **D.** VMware and Microsoft virtualization engines cannot exchange virtual machines between Fibre Channel and iSCSI.

Answer: D

Question No: 6



A customer is gathering information on how the HP 3PAR StoreServ 7000 can protect data and provide no data loss.

Which statement can be used to position StoreServ 7000 solutions?

- A. The StoreServ 7000 can be configured with up to eight nodes for high availability.
- **B.** Virtual Copy can provide a fault-tolerant solution for volumes.
- C. Peer Motion replicates data between two arrays for high availability.
- **D.** Remote Copy can be used to achieve a zero-data-loss Recovery Point Objective.

Answer: D

Reference:

http://www.hp.com/hpinfo/newsroom/press_kits/2013/HPDiscoverBarcelona/HP3PARStore Serv_7000_datasheet.pdf (page 3)

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Match the business driver with the IT initiative that supports it.

reduced administrative costs

data compliance and protection

improved external communication

vincreased efficiency of resource utilization