

# HP

## Exam HP2-K37

### 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.

## HP HP2-K37 : Practice Test

Standard Care

Basic Care

Optimized Care

Standard Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

Basic Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

Optimized Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

Answer:

Standard Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

Basic Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

Optimized Care

Proactive Care 24x7 for business-critical environments  
Support Plus 24 for minimum recommended support  
Proactive Care 24x7 for mission-critical environments

**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](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**

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## HP HP2-K37 : Practice Test

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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/HP3PARStoreServ\\_7000\\_datasheet.pdf](http://www.hp.com/hpinfo/newsroom/press_kits/2013/HPDiscoverBarcelona/HP3PARStoreServ_7000_datasheet.pdf) (page 3)

### Question No : 7 HOTSPOT

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

reduced administrative costs	<input type="text"/>
data compliance and protection	<input type="text"/>
improved external communication	<input type="text"/>
increased efficiency of resource utilization	<input type="text"/>