

# HP

## Exam HP2-K41

### Selling HP Enterprise Storage Solutions and Services

Version: 7.0

[ Total Questions: 50 ]

**Question No : 1**

Before a discussion with an Enterprise customer about an HP StoreEver Library, what would you review prior to the meeting?

- A. HP Storage Competitive Analysis
- B. HP StoreOnce in HP Product Bulletin
- C. HP Sales Builder for Windows
- D. HP Backup Modernization Sales Play

**Answer: A**

**Question No : 2**

What should be your primary focus in a meeting with a CFO?

- A. the affordable cost of the products
- B. the resulting increase in IT productivity
- C. the TCO and ability to address business needs
- D. the speed and agility of an all-Flash solution

**Answer: C**

**Explanation:** (<http://www8.hp.com/us/en/hp-financial-services/campaign/cfo.html>)

**Question No : 3**

What is a result of implementing Software Defined Storage (SDS)?

- A. lower latency
- B. improved IT agility
- C. automated backups
- D. elimination of restore

**Answer: B**

**Explanation:** (<http://resources.computerworld.com/ccd/assets/83176/detail>)

**Question No : 4**

What is the most useful information to capture in your customer meeting in order to prepare an effective final presentation?

- A. difference in costs for full-time and contractor labor rates
- B. data center power and cooling costs
- C. the amount of racks and floor space required for the proposed HP Storage solution
- D. business impact of customer solving, or not solving, business issues or problems

**Answer: D**

**Explanation:** (<http://h20195.www2.hp.com/v2/getpdf.aspx/c04159942.pdf?ver=1.0>)

**Question No : 5**

Which business drivers would you address with the IT Manager when discussing backup and modernization solutions?

- A. providing value to end users by expanding data services
- B. reducing risk when it comes to compliance and regulations
- C. meeting SLAs for business recovery
- D. getting predictable OPEX costs with failover and visibility

**Answer: C**

**Explanation:** (<http://h18000.www1.hp.com/products/servers/management/IDC-ICE-ROIWhitePaperFinal.pdf>)

**Question No : 6**

Which business value is provided by HP Storage Data Migration Service?

- A. reduce management time, expand infrastructure, and increase OPEX

- B. enable solutions that increase storage capacity requirements
- C. reduce business risk and speed time to application availability
- D. minimize storage and data center maintenance costs

**Answer: C**

**Explanation:** (<http://h20195.www2.hp.com/v2/getpdf.aspx/5982-4107en.pdf>)

**Question No : 7**

A customer is experiencing wasted time, productivity delays, and failed SLAs, which is limiting their business transactions. What must a storage solution for this customer entail?

- A. It must enable high utilization and low operational overhead.
- B. It must allow data to stay online and available during any failures.
- C. It must be predictable and scalable, with no bottlenecks.
- D. It must be highly efficient, using thin technologies.

**Answer: A**

**Explanation:** (<http://h18006.www1.hp.com/storage/pdfs/hpstoreonce.pdf>)

**Question No : 8**

In a sales upgrade to an HP 3PAR StoreServ 7400c, a customer expresses objections to moving data from an HP Enterprise Virtual Array to the new array. The customer believes that there is a high risk and high cost to perform the upgrade. What should you say?

- A. A straightforward, easy-to-use Online Import Tool is included.
- B. The competitors have more difficulties than HP when performing this migration.
- C. The MPX200 is a suitable product to purchase to perform this upgrade.
- D. It is possible to easily back up your EVA and quickly restore it to a 3PAR array.

**Answer: A**

**Explanation:** (<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA4-4120ENW.pdf?ver=3.0>)

**Question No : 9**