



Selling HP Autonomy Data Protection Solutions

Version: 6.0

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Question No: 1

According to the Ponemon Institute study, what is the average cost of a data breach/incident?

- A. \$66
- **B.** \$66K
- C. \$6.6M
- **D.** \$66M

Answer: C

Question No: 2

What is an example of RTO?

- **A.** Promised recovery time of a mission critical server is 2 hours.
- **B.** Files older than 1 year are deleted.
- **C.** Mission critical servers are backed up every 30 minutes.
- **D.** Email is retained for 90 days.

Answer: A

Reference:http://en.wikipedia.org/wiki/Recovery_point_objective#RPO_and_RTO_.E2.80.9 3_a_worked_example

Question No: 3

Which analyst organization states that HP Connected Backup is "The most scalable solution to protect enterprises consisting of 50,000+ endpoint devices"?

- A. Forrester
- B. IDC
- C. ESG
- D. Gartner

Answer: D



Question No: 4

What are the four core capabilities of the HP Adaptive Backup and Recovery (ABR) initiative?

- **A.** prioritization, prediction restoration, automation
- B. prioritization, prediction, recommendation, activation
- C. prioritization, perception, recommendation, automation
- **D.** prioritization, prediction, recommendation, automation

Answer: D

Reference:http://h30499.www3.hp.com/t5/HP-Autonomy-Blog/Data-Protection-If-It-Ain-t-Broke-FIX-IT-HP-Unveils-Adaptive/ba-p/6278775#.VEzxi4uUdUM

Question No:5

How much additional data can be backed up by HP StoreOnce deduplication over competitive solutions?

- **A.** 2x
- **B.** 20x
- **C.** 50x
- **D.** 100x

Answer: A

Question No: 6

Which feature of HP Live Vault restores only block level changes to a file?

- A. Deviation Restore
- **B.** Contrast Restore
- C. Exception Restore
- D. Delta Restore

Answer: B