

HP

Exam HP5-K05D

Delta - Selling HP Enterprise Storage Solutions and Services

Version: 6.0

[Total Questions: 40]

Question No : 1

Your customer would like to reduce business risk by controlling security and data loss. Which HP play card would you use as a resource?

- A. Backup Modernization
- B. Virtualization and Cloud
- C. Accelerate Mission Critical
- D. Hyper-converged Systems

Answer: D

Explanation: Companies can reduce risk by adopting a hyperconverged architecture. Hyperconverged systems include all the components required to make a data center operate without the complexity of legacy solutions.

Question No : 2

How do you react to this customer objection to Backup modernization? I am currently using primary Storage or cheap J BODS to store my backup data. It seems to be working fine. Therefore I don't see the need to change my data protection strategy.

- A. Discuss the performance advantages of a tape solution
- B. Present a significant price reduction for this customer
- C. Explain backup management and the benefit of deduplication
- D. Agree with his viewpoint and move on to another Sales play

Answer: C

Question No : 3

Which HP storage solution would you position for optimizing a mission-critical application service level agreements (SLA)?

- A. HP 3PAR StoreServ
- B. HP StoreOnce
- C. HP StoreALL
- D. HP StoreEasy

Answer: A

Explanation: With the Data Optimization Software Suite for HP 3PAR StoreServ Storage you have the freedom to configure, optimize, reconfigure for improved control, efficiency and effectiveness all without disturbing your users or applications. This suite rebalances, redistributes and refreshes storage non-disruptively with features that provide autonomic storage tiering, dynamic data mobility, assured performance for your most mission critical applications, reducing cost and increasing agility in multi-tenant environments.

Question No : 4

Which HP storage solution is best suited for Enterprise customers with remote sites and very few, if any, on site IT staff?

- A. HP ConvergedSystem 200-HC StoreVirtual System
- B. HP StoreOnce 6500
- C. HP StoreAll
- D. HP StoreEver

Answer: A

Question No : 5

What is the most effective HP resource to use to prove to your customer why they should choose HP?

- A. HP case study
- B. HP customer presentation
- C. HP battle card
- D. HP Storage Product Reference Guide

Answer: A

Explanation: See how some of our clients are more profitable, more competitive, better positioned, and better places to work because of innovations that sprang from all layers of HP. According to this HP case study is an effective HP resource.

Reference: <http://hpenterpriseforward.com/success-case-studies/>