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Exam : **HP2-K23**

Title : Selling HP storage solutions

Version : Demo

1.What is a business benefit to your customers of implementing the HP Converged Infrastructure?
A. The IT department can provision servers and storage more quickly, which frees up time for other IT tasks.
B. IT resources do not need to be involved in storage provisioning, which releases them for maintenance activities.
C. Downtime can be reduced by over 50%, which improves user productivity.
D. The time taken to launch new services is dramatically reduced, which improves time to revenue.
Answer: D

2.Which statements describe the benefits of the HP Converged Infrastructure.? (Select two.)
A. It uses common hardware to lower cost and makes it easier for customers to manage.
B. It enables customers to allocate costs for storage, servers and networking usage.
C. It is built to exist not only in an HP world, but in the heterogeneous world as well.
D. It allows existing equipment in the data center to be consolidated by at least 75%.
E. It provides a single operating system for all servers and storage devices.
Answer: A,C

3.On which storage environment are 3PAR, P4000, EVA, and P9500 focused?
A. SAN
B. NAS
C. Dedicated
D. Archive
Answer: A

4.Which HP Storage strategy helps customers achieve better storage utilization without incurring capital expenditures for additional storage capacity?
A. application integration
B. scale-out virtualization
C. storage simplification
D. platform convergence
Answer: B

5.Which customer storage requirement is addressed with HP Thin Provisioning, HP StoreOnce Deduplication, HP Smart Tiers, and HP Insight Control?
A. application integration
B. storage virtualization
C. platform convergence
D. storage optimization
Answer: D

6.The P4000's ability to rapidly clone virtual machines translates into which business benefit?
A. improved backups
B. reduced security concerns
C. faster deployments of new applications

D. reduced networking costs
Answer: C

7.When traditional storage does not meet server virtualization requirements, what are the resulting issues? (Select two)
A. performance bottlenecks
B. capacity constraints
C. configuration problems
D. availability issues
E. file sharing security issues
Answer: A,D

8.HP Storage is best positioned to deliver the storage infrastructure of the future with the “° 4 ’¡ ”s¡± I det i the appropriate 4 S’¯s
A. Self-Optimized, Smart, Secure, Scalable
B. Self-Directed, Smart, Simple, Scalable
C. Self-Optimized, Smart, Simple, Scalable
D. Self-Optimized, Smart, Streamlined, Scalable
Answer: C

9.The P4000 is well known for its “° a-inclusive feature set." Which features are included in that set? (Select two.)
A. Storage Clustering
B. Accelerated Deduplication
C. Network RAID
D. Fusion Manager
E. Continuous Remote Replication
Answer: A,C

10.Which words best describe the 3PAR value proposition?
A. Multi-tenant, Efficient, Autonomic
B. Multi-tenant, Efficient, Adaptive
C. Multi-tenant, Efficient, Automatic
D. Multi-tenant, Efficient, Scalable
Answer: A

11.In a 2010 Enterprise Strategy Group survey, organizations were asked what the most important consideration was when evaluating a scale-out solution. Which category did nearly 60% of the respondents view as the most important?
A. reduced cost of infrastructure
B. reduced power and cooling requirements
C. reduced data center floor space requirements
D. reduced IT staff-related costs
Answer: A

12.What is a benefit to your customers of using the HP Data Protector Granular Recovery Extension?
A. HP Data Protector can store information to tape.
B. The customer's VMware administrator can recover single items from Data Protector disk or tape backups.
C. The customer's backup administrator can now store all requests in a queue and run them together in a single batch.
D. HP Data Protector has a new user-friendly GUI.
Answer: B

13.What is the preferred way to promote and position Storage Essentials Professional Edition (SEPE) to your customers?
A. Your customer's storage team will no longer need to be involved in strategic storage issues.
B. Your customer can manage their storage lifecycle by analyzing system-wide capacity in real time.
C. Your customer's organization will finally be able to decrease their dependence on business process automation.
D. The SEPE software maps virtual servers, storage network, and storage device connectivity quickly using virtual server agents.
Answer: B

14.What are the key selling points for scalable storage solutions?
A. Simple, Sizeable, Smart and Self-Optimized
B. Simple, Sizeable, Smart and Self-Automated
C. Simple, Scalable, Smart and Self-Optimized
D. Simple, Scalable, Sizeable and Self-Optimized
Answer: C

15.Which statement is true regarding unstructured data?
A. Unstructured data is generated by corporate databases as a backup storage solution.
B. Unstructured data is being surpassed by structured data as the most space-consuming for organizations
C. The growth of unstructured data presents an opportunity for storage salespeople.
D. The format for unstructured data is restricted to text and graphics for compression purposes.
Answer: C

16.What are characteristics of the Productivity and Knowledge workers target customer base for HP Client Virtualization solutions?
A. small to medium companies with 250+ users who are willing to incur increased desktop support and maintenance costs to implement a remote environment
B. small to medium companies with less than 250 users who must enable a virtual environment quickly and at the lowest possible cost
C. medium to large enterprises with more than 1000 users that must transition from a traditional to remote user environment
D. medium to large enterprises with 250+ users that need to increase data security and simplify their PC

environments
Answer: D

17.Which tool will help you as a salesperson demonstrate to your customer the total net savings their organization will realize with an HP client virtualization solution?
A. HP Reference Architectures
B. HP P4000 LeftHand SAN Map
C. ESG Virtual Client IT Report
D. HP Client Virtualization ROI Calculator
Answer: D

18.Why does the HP approach to client virtualization solutions include reference architectures?
A. Optimizing network bandwidth is typically the most complicated task when integrating client virtualization. The reference architectures explain these steps in greater detail.
B. Client virtualization is difficult to plan. The reference architectures provide the customer with detailed maps and schematics of the servers and networks.
C. Client virtualization has traditionally been difficult to implement. Customers need some guidelines to help determine server and storage sizing.
D. Customers typically cannot perform basic installation and maintenance on new virtualization solutions. The reference architectures provide a detailed guideline.
Answer: C

19.What are the broad types of client virtualization users? (Select three.)
A. Power users
B. Knowledge workers
C. Remote workers
D. Task workers
E. Management workers
F. Support users
Answer: A,B,D

20.According to IDC Research, what is a challenge facing many organizations with regards to desktop IT?
A. They are not able to effectively control security and compliance breaches with a distributed desktop environment. Consequently, they are now moving remote workers back onsite.
B. They are incurring a much greater hiring and training expense for their IT staff, because they must learn to manage a distributed desktop environment.
C. They are moving toward client virtualization to support more remote workers, which results in a significant expense increase per user than with traditional desktop environments.
D. They are considering large-scale corporate adoptions of Windows 7 and will refresh the desktops at the same time, incurring major capital expense.
Answer: D