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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 apply a single virtual machine namespace directly to 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's". Which of the following are 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 "4-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**