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**Exam** : **HP5-K01D**

**Title** : **Delta - Selling HP SMB  
Storage**

**Version** : **DEMO**

1. Your SMB customer has aging EVA storage and wants to hear about HP's recommendation for a next generation EVA. What would you recommend?

- A. HP EVA 6000
- B. HP StoreVirtual
- C. HP 3PAR StoreServ 7000
- D. HP 3PAR StoreServ 10000

**Answer: C**

2. Your customer wants to improve their BC/DR capability. Which products are fully integrated with VMware Site Recovery Manager (SRM)? Select two

- A. HP 3PAR StoreServ 7000
- B. HP EVA
- C. HP StoreEasy
- D. HP StoreOnce
- E. HP StoreVirtual

**Answer: A,E**

3. What is the customer advantage of HP 3PAR StoreServ self-configuring, provisioning, and optimizing by autonomic management?

- A. Reduces time spent managing storage by 90%
- B. Reduces capacity requirements by 50% - guaranteed
- C. Doubles VM density per server – guaranteed
- D. Provides non-disruptive data mobility between systems for pain-free refresh and loadbalancing

**Answer: A**

4. What is the name of the new Exchange capability that is enhancing high availability and improves recovery time so the user is totally unaware of any downtime?

- A. Database Archiving Groups
- B. Database Search Groups
- C. Database Filing Groups
- D. Database Availability Groups

**Answer: D**

5. What does HP suggest is the best use for tape storage?

- A. Nightly backup
- B. Weekly backup
- C. Data archive
- D. Remote office protection

**Answer: C**