

**Exam** : **HP2-K33**

**Title** : Selling HP Enterprise  
Storage Solutions - Exam

**Version** : Demo

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1. Best in class businesses have moved beyond just keeping up with data growth.

What are they focusing on now?

- A. They are looking to implement virtualization and need to design specific storage infrastructure that can support archive and the growth in Bring Your Own Device (BYOD).
- B. They are striving to deploy utility storage at the lowest possible cost using Iscsi storage and tape archiving for compliance.
- C. They are extending their data centers to cope with the additional capacities required and provide high availability.
- D. They are evolving to a cloud storage based delivery system that supports their users with security and the business with greater agility.

**Answer: A**

2. Which statement about HP StoreAll scalability is correct?

- A. All HP StoreAll models can be combined into a single cluster of up to 1024 petabytes and 16 nodes.
- B. All HP StoreAll Models can be combined into a single cluster of up to 16 petabytes and 1024 nodes.
- C. Only the HP StoreAll 9730 Hyperscale Appliance can be used to build a single cluster of up to 16 petabytes and 1024 nodes.
- D. Only the HP StoreAll 9320 Configurable Appliance can be used to build a single cluster of up to 16 petabytes and 1024 nodes

**Answer: C**

3. Which statement is NOT correct regarding the Microsoft Exchange Solution Reviewed Program framework for considering Exchange storage solution?

- A. Mailbox size per user is one of key parameters.
- B. It has three key parameters, but storage vendors tend to focus on the number of Exchange users.
- C. It is a Microsoft approval for a vendor's Exchange reference architecture.
- D. The results often used by storage vendors to demonstrate capability in RFP responses.

**Answer: B**

4. What are the four key customer concerns that HP has identified in relation to Information Protection?

- A. meeting the backup window, operator availability, disaster recovery, and file recovery
- B. remote office staff, meeting the backup window, complex disaster recovery, and single file recovery
- C. remote office staff, complex disaster recovery, meeting the backup window, and tape drive performance
- D. Unreliable remote office backup, meeting the backup window, disaster recovery, and slow restore

**Answer: D**

5. Your customer is new to virtualization.

In order to help them understand what virtualization can offer, which type of application should you recommend as the first to be virtualized?

- A. their client applications
- B. their test and development applications
- C. their applications that require high availability
- D. their mission critical applications

**Answer: B**

6. Your customer is planning to implement a virtualized Exchange environment with multiple HP BladeSystem Servers. They expect to achieve high availability because visualization will enable failed Exchange processes to move to an alternative server.

What is another key aspect that needs to be addressed to assure high availability?

- A. the need to consider downtime as a result of loss of performance if workloads expand too rapidly and overload the Exchange environment
- B. the need to train extra storage administration resources and be able to manage the system for high availability
- C. the need to consider the implications of storage system failure, which could impact the whole Exchange environment
- D. the need for a product like HP Insight Manager to monitor system faults and send alert messages if problems occur

**Answer: D**

7. How does HP StoreAll handle upgrades and enable businesses to continue without interruption?

- A. The HP StoreAll system is taken down so that additional capacity can be added; data is moved beforehand onto the customer's primary storage so that it can still be accessed.
- B. The HP StoreAll system is taken down so that additional capacity can be added; data is moved beforehand onto temporary file storage devices so that it can still be accessed.
- C. Additional HP StoreAll capacity can be added online; the system administrator then uses software tools to manually redistribute the files across the discs.
- D. Additional HP StoreAll capacity can be added online; HP StoreAll Data Rebalancer can redistribute all the existing files across the new disks.

**Answer: D**

8. Which statement is NOT likely with increased Virtual Machine density?

- A. improvement in ROL from better scalability
- B. reduction in administration of virtualized hardware
- C. improvement in storage performance
- D. increase in cpu/memory utilization from servers

**Answer: B**

9. Your customer has a disk-based backup solution with deduplication, but the network traffic is very high. How can HP help?

- A. HP ProLiant Gen8 servers will help reduce the network traffic through higher performance.
- B. HP StoreFabric has entry level 4Gb Fiber Channel switches that will provide the necessary bandwidth networks to deliver acceptable transfer of data from remote sites to the datacenter.
- C. HP StoreOnce has a federated deduplication engine and catalyst technology, so data can be optimized before it is transferred across the network.
- D. HP Networking can provide high bandwidth router networks carry the traffic with acceptable transit times.

**Answer: B**

10. What does the acronym WORM mean?

- A. Write-Once, Read-Many
- B. Write Only Read Memory
- C. Workshop on Ontologies: Reasoning and Modularity
- D. Workshop on Risk Management

**Answer: A**

11. You have discovered that your customer recently suffered a failed backup - the backup had stopped halfway through due to a hardware failure.

How would you position HP StoreOnce backup as a way to improve the customer's overall data protection reliability?

- A. by improving the WAN to the speed of the data transfer and hence reduce the backup time
- B. by using autonomic restart to restart a job if a backup node fails
- C. by performing unattended backups during non-business hours
- D. by using multiple disk drives in a RAID 0 configuration to store the deduplicated data

**Answer: B**

12. Which types of document storage are likely require the need for data immutability? (Select two.)

- A. storage of emails and financial records
- B. storage of corporate vision and strategy documents
- C. storage of insurance documents and signed policies
- D. storage of user's personal documents downloaded from the web
- E. storage of user's personal documents downloaded from the company intranet

**Answer: AC**

13. Which group in customer organizations has proved to be the strongest advocate for client virtualization programs and should be targeted to identify the potential storage needs of a client virtualization project? A.

- A. CFO and Finance team
- B. CIO and senior IT management
- C. IT operations team
- D. End Users

**Answer: B**

14. Your customer has an existing HP Autonomy solution installed.

What is your sales approach?

- A. Let the HP Autonomy account manager lead the sale of HP StoreAll as the account manager already has a relationship with the customer.
- B. Contact the IT Manager and present HP StoreAll scale and internal architecture and Express Query performance.
- C. Engage the HP Autonomy account manager and agree to a joint sales strategy showing the benefits of HPs approach.
- D. Contact the CFO and discuss the business benefits of HP StoreAll and discounts available.

**Answer: C**

15. Your customer has 60,000 users on a dedicated SAN that they wish to migrate to Exchange 2010 on a virtualized SAN environment with HP 3PAR StoreServ. The 140,000 user HP 3PAR StoreServ configuration using the Microsoft Exchange Solution Reviewed Program framework required 28 SAN Fabric Fibre Channel ports.

How many Fibre Channel ports will your customer need?

- A. Six Fibre Channel ports
- B. Eight Fibre Channel ports
- C. Ten Fibre Channel ports
- D. Twelve Fibre Channel ports

**Answer: D**

16. Your customer has a server deployment of over 2000 servers and has a phased rollout of virtualization planned over several years.

Which product will meet their needs now and in the future for a high performance solution supporting physical and virtual servers over their existing fibre channel infrastructure?

- A. HP 3PAR StoreServ
- B. HP EVA 6500
- C. HPMSA 2000
- D. HP Store Virtual 4000

**Answer: A**

17. Your customer will achieve which three principle business benefits by deploying HP StoreOnce technology?

- A. Eliminate OpEx costs, meet agreed business SLAs. and manage data growth
- B. Save money, meet agreed business SLAs. and manage remote office backup
- C. Reduce business risk, meet agreed business SLAs. and reduce backup costs
- D. Reduce business risk, meet compliance needs, and improve backup flexibility

**Answer: C**

18. Your customer wishes to implement a data archive along with their HP StoreOnce backup system. What would you say to the customer about archiving data on LTO 6 Tape?

- A. LTO 6 tape gives data longevity it has a shelf life of 30 years, but has power consumption issues.
- B. LTO 6 tape provides a long, stable 30-year shelf life for the data and is power efficient
- C. You should not use tape; HP StoreOnce provides a better facility to quickly access archive data.
- D. Tape is out of date and will be superseded by disk backup, which provide much faster restores and easier management.

**Answer: B**

19. Your customer has an HP EVA SAN and wishes to migrate to HP 3PAR StoreServ 7000 storage. What capability will they use to perform the migration?

- A. HP 3PAR StoreServ Peer Persistence
- B. HP 3PAR StoreServ Online Import
- C. HP 3PAR StoreServ Peer

D. Motion Microsoft Offloaded Data Exchange (ODX)

**Answer: B**

20. You enterprise customer is implementing a centralized Exchange system for the whole organization. Which solution would you recommend to provide the foundations for the highest levels of availability?

- A. Exchange Database Availability Groups
- B. Microsoft CSV (Clustered Shared Volumes)
- C. VMware vMCS (Metro Cluster System)
- D. HP 3PAR Peer Persistence

**Answer: D**

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