Vendor: HP

Exam Code: HP2-K37

Exam Name: Selling HP Storage Solutions and Services

Version: Demo

QUESTION 1
As a result of continued business growth, a small-business customer is becoming more reliant on their email system. They have asked you for a recommendation regarding a storage system they can use to store their Microsoft Exchange Server files.

Which additional technologies should you discuss with this customer?

A. Fibre Channel and iSCSI
B. data protection, backup, and recovery
C. multi-tiered storage, fabric directors, and federated deduplication
D. storage replication to a remote site and redundancy

Correct Answer: B

QUESTION 2
A customer is planning to deploy Microsoft Exchange Server 2013 with 5,000 mailboxes. They need a storage solution that is capable of a large amount of growth, and that supports unpredictable workloads and backup integration of the servers running Exchange Server 2013.

Which storage solution should the customer deploy?

A. HP3PARStoreServ
B. HP StoreOnce
C. HP StoreVirtual
D. HP StoreEasy

Correct Answer: A

QUESTION 3
How can HP ServiceOne Partners work with HP to enhance the value that is delivered to customers?

A. by collaborating with more independent software vendors than the competition for broad, holistic support
B. by combining proven expertise with a worldwide channel partner network to maximize ROI by stocking millions of components at locations worldwide for immediate delivery
C. by offering migrations of network management solutions to proven, stable software environments

Correct Answer: C

QUESTION 4
A mid-sized customer wants to expand their existing, virtualized server environment by using their internal and direct-attached disks for shared storage purposes.

Which HP storage product should this customer consider?

A. HPStoreEasyl000
B. HP 3PAR StoreServ
C. HP StoreOnce Virtual Storage Appliance
D. HP StoreVirtual Virtual Storage Appliance

Correct Answer: D

QUESTION 5
A customer with a reduced budget needs to minimize the network utilization costs and administration time required to move data between headquarters and branch offices.

Which feature of HP storage would help this customer keep frequently used content local?

A. Snapshots
B. Hosted BranchCache
C. Volume Shadow Copy Service
D. Remote Replication

Correct Answer: B

QUESTION 6
A mid-sized customer wants to migrate to an entry-level solution with Direct Attach Storage for their Microsoft SQL Server database. They have limited IT staff available to administer and manage a new solution.

Which HP storage solution should you recommend for this customer?

A. HP D2700 Disk Enclosure
B. HP 3PAR StoreServ 7000
C. HP MSA 2040 Disk Array
D. HP StoreOnce Virtual Stoarge Appliance

Correct Answer: C

QUESTION 7
Which market analysis model can be used to characterize the pressures that customers respond to?

A. McKinsey7s
B. strengths, weaknesses, opportunities, and threats (SWOT)
C. political, economic, social, technical (PEST)
D. value, rarity, instability, and organization (VRIO)

Correct Answer: A

QUESTION 8

What value would a customer with a small-sized data center gain by working with an HP ServiceOne Partner?

A. scalable approach to address requirements within a constrained budget
B. ability to leverage legacy and recycled components for greater cost savings
C. freedom gained from hardware and software platform independence
D. access to a wide variety of operating system support across all platforms

Correct Answer: A

QUESTION 9
Which HP program is designed to facilitate matching the optimal HP storage product to the customer business need?

A. HPAIlianceOne
B. HP SalesBuilder
C. HP Simply StoreIT
D. HPCIoudAgile

Correct Answer: B

QUESTION 10
A construction company has offices across the country. Architects, project managers, and accountants need reliable access to drawings, documents, and customer records.

How do HP storage solutions help to address this customers needs?

A. by ensuring that data is securely protected
B. by providing easy-to-use built-in data management
C. by increasing efficiency of resource utilization
D. by optimizing storage for file sharing

Correct Answer: D

QUESTION 11
A mid-sized customer has a non-virtualized environment with small amounts of data and slow growth. The customer requires a low-cost, shared storage solution.

Which HP storage solution should you recommend?

A. HP3PARStoreServ
B. HP EVA
C. HP MSA 2000
D. HPStoreEasy5000

Correct Answer: C

QUESTION 12
A customer who uses Microsoft SQL Server is implementing server virtualization to reduce costs and provide business agility. They are considering purchasing an HP StoreVirtual solution for their data center.

What should you recommend to this customer to successfully implement the solution?

A. HP Technology Services to deploy a proven SQL Server configuration
B. HP MSA to maximize bandwidth per port count
C. HP NAS gateway for greater scalability and flexibility in drive choice
D. HP 3PAR StoreServ to maximize cost-efficiency per iOPs

Correct Answer: D

QUESTION 13
A mid-sized customer with large amounts of stored data needs a solution that will enable them to set file expiration dates and restrict access to files. They are considering an EMC solution to address these requirements.

Which HP feature meets this customers requirements, but is not offered by EMC storage solutions?

A. The HP StoreEasy file classification infrastructure provides insight into data to automate classification processes based on business value and user permissions.
B. HP StoreEasy enables file management as one converged pool, enabling access and expiration dates to be set at the pool level.
C. HP StoreEasy provides block-based storage access to files and LUNs over a TCP/IP network for easier file administration and management.
D. The HP StoreEasy remote access management feature enables data to be moved offsite for restricted file access and automated expiration.

Correct Answer: A

QUESTION 14
An enterprise customer with remote offices wants an iSCSI storage solution that can be easily expanded. The solution must be able to support an Infrastructure as a Service (IaaS) offering.

Which HP storage product should this customer consider?

A. HP StoreVirtual
B. HPStoreEver
C. HPStoreEasy
D. HPStoreAll

Correct Answer: C

QUESTION 15
A Microsoft SQL Server customer is anticipating application growth, including growth in the volume of online transactions and data queries.

Which consideration is important in helping this customer plan their storage needs?

A. The operating system platform of the applications determines the data transmission technology of the storage solution.
B. How fast a database infrastructure grows determines the scalability requirement of the storage solution.
C. Network requirements for low latency and high throughput determine how storage traffic is managed.
D. Security requirements determine the limitations on visibility of storage to the applications.

Correct Answer: B

QUESTION 16
How do HP StoreEasy solutions help to optimize storage management?

A. by enabling adaptive optimization for unpredictable workloads
B. by eliminating business risk by modernizing backup and recovery
C. by boosting performance and deduplication ratios
D. by including an intuitive wizard-driven storage provisioning tool

Correct Answer: D

QUESTION 17
How does HP Converged Storage provide opportunities to expand sales?

A. by identifying HP and third-party products that integrate well into existing data center platforms
B. by leveraging the underlying HP hardware platform technology to keep pace with change
C. by layering software on built-in HP hardware to provide unified management through a universal GUI
D. by matching HP storage with the optimum server and networking products to meet customer needs

Correct Answer: D

QUESTION 18
A customer is ready to begin a technology refresh to modernize their storage technology infrastructure.

What value do HP Assessments and Workshops services offer this customer?

A. helping them understand their storage options and developing a plan for the optimal solution
B. avoiding downtime and aligning IT with their business priorities
C. enabling them to reduce risk and accelerate deployment by ensuring best-practice configuration
D. improving time-to-revenue by outsourcing effective implementation of the solution

Correct Answer: A

QUESTION 19
A customer wants to preserve the investment in their HP MSL6480 tape library but is considering a disk backup solution. They have asked you to explain when tape is more appropriate for backup.

What are three uses for which tape is ideal? (Select three.)

A. remote and branch office solutions
B. fast file access
C. retrieval of large files
D. long-term storage
E. easy data searches
F. infrequently accessed secondary copies

Correct Answer: CDF

QUESTION 20
A customer with 750 employees uses a deduplication technology that has created several data silos. The customer expects their data growth to exceed 36 TBs. They want a disk-based solution that will provide a consistent, high-performance backup architecture that spans the organization.

Which HP backup product can support this customer's requirements?

A. HPStoreEasy5000
B. HP StoreVirtual 4000
C. HP StoreOnce 4500
D. HP StoreEver MSL6480

Correct Answer: C

QUESTION 21
What are two principles of any component of software-defined storage"? (Select two.)

A. The underlying hardware technology must be based on open standards.
B. The storage and applications must use one common management interface.
C. The technologies must be coordinated by one common management interface.
D. The data traffic layer must be decoupled from the data plane.

Correct Answer: AB

QUESTION 22
How can workshops and assessments strengthen your position with the customer?

A. Assigning value to workshops and assessments establishes partners and HP as knowledgeable about the customer's industry.
B. Providing workshops and assessments establishes you as a subject matter expert.
C. Workshops and assessments are effective ways for you to demonstrate value to the account.

D. Offering workshops and assessments sets the stage for add-on services.

Correct Answer: A

QUESTION 23
How does HP add value to its file sharing storage products and solutions?

A. by providing hardware and software that are designed and managed for file sharing
B. by including long-distance replication and failover support by default
C. by bundling Sub-File Deduplication, Advanced Data Management, and Hosted BranchCache features
D. by supporting clients running Microsoft Windows, Linux, UNIX, SCO, and OpenView operating systems

Correct Answer: D

QUESTION 24
To support a customer's unique data center, you recommend hardware and software support services that are designed specifically for the customer's technology. You also recommend that this customer have rapid access to HP Advanced Solution Center Specialists and best practice advice.

Which HP service provides this level of support?

A. HP Support Plus 24
B. HP Storage Data Migration Service
C. HP Storage Efficiency Analysis
D. HP Proactive Care 24x7

Correct Answer: A

QUESTION 25
A customer plans to virtualize Microsoft SQL Server in their data center.

Which consideration is important in helping this customer plan their storage needs?

A. VMware SRM and VAAI and Microsoft Hyper-V Live Migration all require advanced shared storage solutions,
B. HP MSA 2000 storage solutions do not support Citrix XenServer virtualization software.
C. The number of virtual machines residing on a physical host is limited by the storage bandwidth requirements.
D. VMware and Microsoft virtualization engines cannot exchange virtual machines between Fibre Channel and iSCSI.

Correct Answer: D

QUESTION 26
A mid-sized customer who uses Microsoft SQL Server wants a low-cost shared FC SAN solution. The customer wants to be able to replicate data to their remote site for disaster recovery. They also need to be able to mix and match performance and capacity drives in the same solution.

Which HP storage solution should you recommend for this customer?

A. HP MSA 2000
B. HP StoreVirtual 4000
C. HP D2700 Disk Enclosure
D. HP D6000 Disk Enclosure

Correct Answer: B

QUESTION 27
You are meeting with a customer who needs to expand support for more hard drives. They need SAS or iSCSI connectivity, but also need to meet major budget restrictions. The customer is considering an HP MSA disk array.

Which two additional HP products should you discuss with this customer to attach to the MSA disk array? (Select two.)

A. HP StoreEvertape drives and auto loaders
B. HP StoreServ Acceleration Service
C. HP D-Series Disk Enclosures
D. HP StoreOnce disk-to-disk backup solutions
E. HP Autonomy LiveVault and Data Protector software

Correct Answer: AC

QUESTION 28
An SMB customer is considering a technology refresh in their data center. They have asked for help in understanding their storage options and in planning the best storage technology for their data center.

Which two HP Technology Services would provide the help this customer needs? (Select two.)

A. HP Storage Modernization
B. HP Storage and Data Consultant Residency Services
C. HP Storage Impact Analysis
D. HP Proactive Care 24x7
E. HP Storage Data Migration Services

Correct Answer: BC

QUESTION 29
Which functions does HP Technology Services provide that uniquely position it against services that are offered from other vendors? (Select two.)

A. Supports business transformation for faster time to business value.
B. Reduces multi-tiered data center costs.
C. Offers predictive system monitoring for less downtime.

D. Offers multi-vendor expertise with an environmental view.
E. Bridges technologies and environments across the data center.

Correct Answer: AE

QUESTION 30
A mid-sized customer wants resiliency and reduced risk in a disaster recovery solution.

What value does an HP StoreOnce 4000 system offer this customer? (Select two.)

A. Autonomic restart ensures enterprise-wide protection with no single point of failure,
B. Predictive acceleration and rapid restore enable recovery without negatively affecting applications.
C. Advanced information archiving facilitates rapid response to discovery requests.
D. A duplicate copy of backup data is encrypted and transmitted to a central repository by using SSL
E. Built-in cloud storage system offers highly scalable and reliable remote backups.

Correct Answer: AE

QUESTION 31
A customer with branch offices needs to optimize WAN bandwidth and reduce the time that is required to move files to headquarters. They are considering an EMC or Dell storage solution to meet these requirements.

What is one way in which an HP solution meets this customer's requirements better than the competition?

A. HP Volume Shadow Copy Service supports shadow copies across multiple platforms; EMC and Dell do not support shadow copies on servers running Microsoft Windows.
B. HP Volume Shadow Copy Service uses a full clone or a differential shadow copy; competitors do not support block-level copy from the shadow copy to the destination LUN.
C. HP StoreEasy storage offers the Hosted BranchCache feature; neither EMC nor Dell supports hosted cache.
D. HP StoreEasy storage offers Remote Replication, which offers more recovery points than the competition.

Correct Answer: B

QUESTION 32
A customer is gathering information on how the HP 3PAR StoreServ 7000 can protect data and provide no data loss.

Which statement can be used to position StoreServ 7000 solutions?

A. The StoreServ 7000 can be configured with up to eight nodes for high availability.
B. Virtual Copy can provide a fault-tolerant solution for volumes.
C. Peer Motion replicates data between two arrays for high availability.
D. Remote Copy can be used to achieve a zero-data-loss Recovery Point Objective.

Correct Answer: D

QUESTION 33
A customer wants to deploy a backup solution in their remote offices without adding dedicated hardware.

Which HP product meets this customers requirements?

A. HP StoreOnce Backup
B. HP StoreOnce Virtual Storage Appliance
C. HP StoreVirtual Virtual Storage
D. Appliance HP StoreVirtual 4000

Correct Answer: B

QUESTION 34
A mid-sized customer has a network attached storage (NAS) system at their main office. They need to be able to manage, configure, and monitor their NAS system from a branch office.

What can HP offer this customer as a standard feature that EMC and Dell do not?

A. advanced encryption
B. proactive secure remote support
C. authentication manager and agents
D. iLO remote access

Correct Answer: D

QUESTION 35
Which two benefits does an HP tape solution using LTO 6 technology provide to customers? (Select two.)

A. easy long-term storage of data
B. ability to quickly search stored data
C. top performance for random I/O operations
D. fast data access
E. fast transfer speeds

Correct Answer: AC

QUESTION 36
In addition to cost, what are two of the top IT drivers concerning storage for application databases? (Select two.)

A. support for a variety of APIs to query the database
B. growth in the number of applications supported by the database

C. allocation of databases to satisfy business requirements
D. greater access to customized application development
E. increase in the volume of data and data sets

Correct Answer: DE

QUESTION 37
A customer wants a backup solution but is concerned about high costs and small backup windows. They are considering an HP StoreEver tape library for archiving capability.

Which additional HP product should you recommend to this customer to expand this opportunity?

A. HP 3PAR StoreServ with Tier-1 data services
B. HP StoreOnce VSAfor recovery of their virtualized environment
C. HP StoreEasy 5000 storage for scalability
D. HP StoreOnce Backup with deduplication for faster data backups

Correct Answer: D

QUESTION 38
A customer in the healthcare industry needs to comply with state and federal regulations for protecting data.

What are the storage implications that these regulations involve?

A. written and documented policies to define performance and availability of stored data at remote locations
B. processes and procedures for tasks such as backing up data, encrypting stored data, and ensuring a disaster recovery plan
C. virtualization to increase efficient use of resources and reduce the carbon footprint in the data center
D. training for nontechnical support staff to administer and manage the storage systems to ensure data protection

Correct Answer: A

QUESTION 39
A small-business customer is focusing on consolidation and visualization of their single-site data center. They are considering purchasing an HP MSA 2040 as their first entry-level SAN array.

Which additional HP product should you recommend to this customer to attach to the MSA?

A. HP 3PAR StoreServ system
B. HP BladeSystem enclosure
C. HP SAN Director switch
D. HP ProLiant server

Correct Answer: A

QUESTION 40
How does HP StoreOnce with deduplication benefit customers who have remote or replicated sites? (Select two.)

A. by improving and increasing performance, and reducing the amount of storage capacity needed
B. by implementing a cyclic redundancy check at the destination to detect accidental changes to raw data
C. by using data authentication for extra security when data is sent over the network
D. by encrypting and compressing the data during transfer from a data center to remote or replicated sites
E. by reducing the volume of data before it is sent over the network, reducing network traffic and costs

Correct Answer: DE

QUESTION 41
The IT manager at a small printing shop has some HP ProLiant servers running a Microsoft operating system. The manager is looking for an affordable storage solution to share among his servers, but has limited experience with shared storage

Which HP storage product should you recommend?

A. HP StoreOnce
B. HP StoreVirtual Virtual Storage Appliance
C. HP 3PAR StoreServ
D. HP MSA

Correct Answer: A

QUESTION 42
A customer plans to implement a file storage solution with Microsoft Windows Server 2012. Which storage solution can the customer use for a converged storage pool?

A. HP 3PAR StoreServ with HP StoreEasy Gateway
B. HP 3PAR StoreServ with HP StoreOnce
C. HP StoreVirtual with HP StoreOnce
D. HP StoreOnce with HP StoreEasy

Correct Answer: D

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