

100% Money Back Guarantee

Vendor: HP

Exam Code: HP2-K38

Exam Name: Selling HP Enterprise Storage Solutions and Services

Version: Demo

QUESTION 1

Which customer scenarios can the HP Storage Data Migration Service support? (Select two.)

- A. The customer wants to enable mirroring capabilities.
- B. The customer wants to consolidate their environment,
- C. The customer wants to implement a tiered storage strategy.
- D. The customer wants to redistribute data within the array.
- E. The customer wants to move magazines within the array.

Correct Answer: BC

QUESTION 2

A customer has expressed objections to moving to a new HP 3PAR StoreServ architecture because of the migration complexities involved.

Which statement should you make to position Peer Motion as a solution for this customer?

- A. It can complete controller node firmware updates with zero downtime.
- B. It is a customer-implementable, non-disruptive data migration tool,
- C. It performs a bit-by-bit copy for data archives by using data deduplication.
- D. It enables customers to migrate live virtual machines with no downtime.

Correct Answer: B

QUESTION 3

A customer asks you to explain what makes HP 3PAR StoreServ Thin Provisioning unique.

Which two statements should you include in your response? (Select two.)

- A. The decision to go thin can be made during original disk layout or later without compromising the time invested.
- B. The HP thin technology speeds up and simplifies data migration to other non-HP storage appliances.
- C. Disk space savings and efficient use of capacity yields a higher ROI for the life of the array.
- D. Replicated data eliminates the need to write any zeros that were removed from the primary data source.
- E. Administrators are not forced to configure the drives specifically to avoid drawDacks in performance.

Correct Answer: CD

QUESTION 4

A customer tells you that they are considering EMC instead of HP because HP StoreOnce does not support global deduplication.

What should you tell this customer to overcome this objection?

- A. Unlike EMC global deduplication, HP federated deduplication supports RAID protection through a wide choice of RAID levels.
- B. HP federated deduplication is superior to EMC global deduplication because it offers seamless data movement across the enterprise.
- C. EMC global deduplication sacrifices high availability, and risks losing access to the entire global deduplicated data pool.
- D. The EMC hash matching process works on a smaller subset of data, sacrificing efficiency.

Correct Answer: A

QUESTION 5

How does HP 3PAR StoreServ chunklet technology differ from an EMC VNX-2 solution?

- A. Chunklet technology enables common provisioning groups.
- B. Chunklet technology is built on RAID groups for modular construction.
- C. Chunklet technology enables SnapDrive with space reclamation.
- D. Chunklet technology enables greater bandwidth.

Correct Answer: B

QUESTION 6

A customer wants to scale billions of files and objects in a single namespace with centralized management.

Which HP solution meets the customers requirements?

- A. HP StoreVirtual
- B. HP StoreAll
- C. HP 3PAR StoreServ
- D. HP StoreOnce

Correct Answer: B

QUESTION 7

Which three steps should a customer take to address growing and dynamic storage requirements? (Select three.)

- A. optimize
- B. virtualize
- C. integrate
- D. migrate
- E. automate
- F. diversify

Correct Answer: BCD

QUESTION 8

A customer is comparing HP StoreOnce to EMC Data Domain.

Which statement can you use to position HP StoreOnce?

- A. It rehydrates deduplicated data to verify data integrity.
- B. It centralizes block and file storage, backup, and management.
- C. It provides high-performance backup to replace existing block arrays.
- D. It achieves federated deduplication without rehydrating data.

Correct Answer: C

QUESTION 9

A customer wants to save money by using lower-cost network links to move data between remote sites. How does HP StoreOnce Catalyst enable the customer to achieve this goal?

- A. Data is re-hydrated before it is sent over the network.
- B. Data is re-hydrated after it is sent over the network.
- C. Data is deduplicated before it is sent over the network.
- D. Data is deduplicated after it is sent over the network.

Correct Answer: A

QUESTION 10

A customer asks for an explanation of how HP 3PAR StoreServ Thin Reclamation technology can help them manage their growing storage space consumption.

Which two features should you describe? (Select two.)

- A. Management follows the same flow and process as thick reclamation, and it is possible to toggle back and forth with one click.
- B. When zeros are removed, they are not included with snapshots or copies.
- C. When a snapshot, full copy, or LUN is deleted, the space is immediately available without requiring a physical capacity format.
- D. Reserving unused capacity is not necessary because it is returned to a common pool.

Correct Answer: CD

QUESTION 11

A customer is gathering information on HP StoreOnce and Symantec NetBackup appliances.

Which statement can be used to position HP StoreOnce to the customer?

- A. It can scale to a maximum of 5 PB of data.
- B. It provides greater performance by spreading deduplication between domains.
- C. It can automatically detect failed hardware and failover between nodes.
- D. It provides inter-node multi-pathing to maximize data redundancy.

Correct Answer: B

QUESTION 12

A customer has a large, mixed environment of mid- and high-end primary storage. They are considering both EMC and HP (or a possible enterprise-wide solution that includes updating current storage and adding all-flash storage).

- A. What is one of the advantages of the HP solution over the EMC approach?
- B. free HP 3PAR StoreServ thin provisioning
- C. a single HP 3PAR StoreServ architecture
- D. millions of lines of new HP 3PAR StoreServ code HP 3PAR StoreServ data deduplication

Correct Answer: C

QUESTION 13

A customer must be able to support mission-critical SLAs in their HP 3PAR StoreServ environment or they will incur significant financial penalties. What should the customer do to avoid the penalties?

- A. Create a Big Data Storage Solution Design to mitigate the risk of downtime.
- B. Develop a remediation strategy by using the Storage Impact Analysis Service.
- C. Implement Storage Residency Services to keep the environment stable.
- D. Implement Critical Service support to maximize uptime.

Correct Answer: C

QUESTION 14

A customer has asked you how the unified architecture of an HP StoreOnce solution can help them reduce operating costs.

Which three benefits should you emphasize in a discussion with this customer? (Select three.)

- A. single pane of glass for management
- B. common set of data services
- C. common multi-tier architecture

- D. single backup software across platforms
- E. common user interface
- F. common set of array administrator commands

Correct Answer: ACD

QUESTION 15

What are two benefits of selling Strategy Services from the Consulting Services for HP StoreOnce portfolio? (Select two.)

- A. provides commercial justification to position and sell HP products and services
- B. provides a snapshot of the customer's current backup environment
- C. provides the initial discovery, reference architecture, and RFP content
- D. provides a light discovery and extensive analysis of the environment
- E. provides a detailed orientation session to ensure customer management capability

Correct Answer: CE

QUESTION 16

Which two features in an HP 3PAR StoreServ Storage solution enable customers to double their virtual machine density? (Select two.)

- A. wide striping
- B. fast copy integration
- C. autonomic tiering
- D. mixed workload support
- E. policy enforcement

Correct Answer: AD

QUESTION 17

You are having a discussion with a potential customer about the benefits of an HP StoreOnce Backup appliance compared with a backup system from EMC. The customer believes that the StoreOnce B6200 backup system has not been well received in the enterprise marketplace, and is therefore considering purchasing the EMC solution.

What should you tell the customer to counter this misconception?

- A. HP StoreOnce B6200 sales grew more than 90% in Q1FY13 and now comprise more than half of all HP StoreOnce business sales.
- B. HP StoreOnce B6200 backup systems outsell EMC backup solutions 2:1.
- C. For large enterprises, the HP StoreOnce B6200 backup system scales from 10 TB to 60 TB raw (36 TB usable).
- D. HP StoreOnce B6200 backup systems are designed for the enterprise marketplace: EMC backup solutions are designed for small, remote sites.

Correct Answer: C

QUESTION 18

Which service should a customer choose if they want to optimize utilization and enable storage tiering?

- A. HP 3PAR StoreServ Adaptive Optimization Policy Implementation
- B. HP Enhanced Implementation Service for SANs
- C. HP Performance Analysis Service for HP Disk Arrays
- D. HP 3PAR StoreServ Health Check Service

Correct Answer: A

QUESTION 19

A customer is redesigning their data center and needs to consolidate their environment. They must be able to use thin provisioning to optimize their storage investment.

Which HP Converged Storage solution meets the customer's design requirements?

- A. HP StoreEasy
- B. HPStoreOnce
- C. HP StoreAll
- D. HP 3PAR StoreServ

Correct Answer: D

QUESTION 20

A customer is challenged by a shrinking backup window and heightened security requirements. They are considering the HP StoreOnce 6500 Backup solution but are resisting because they believe it will not meet their need for data encryption capabilities.

What does the HP StoreOnce solution offer that can meet the customer requirements?

- A. HP StoreOnce Get Protected Guarantee
- B. HP TrueCrypt encryption software
- C. HP StoreOnce Security Pack
- D. self-encrypting flash drives

Correct Answer: C

QUESTION 21

A customer has asked you to compare HP StoreOnce with competitors' solutions.

Which two features should you emphasize as exclusive to an HP StoreOnce solution? (Select two.)

- A. Automatic Failover
- B. Autonomic Restart
- C. Adaptive Optimization
- D. Deduplication
- E. Dynamic Optimization

Correct Answer: AD

QUESTION 22

A customer needs to integrate an HP 3PAR StoreServ 7450 into their existing environment. They want to redistribute data as a tiered storage strategy.

Which two StoreServ services support these requirements" (Select two.)

- A. HP Storage Efficiency Analysis Service
- B. HP 3PAR StoreServ Storage Installation and Startup Service
- C. HP 3PAR StoreServ Rebalance Service
- D. HP 3PAR StoreServ Storage Assessment Service
- E. HP Storage Data Migration Service

Correct Answer: AB

QUESTION 23

Which feature of HP StoreOnce helps close the gap between storage demands and budgets by reducing hardware, LAN, and WAN costs'?

- A. Federated Deduplication
- B. Peer Motion
- C. VMware Optimization
- D. Thin Reclamation

Correct Answer: A

QUESTION 24

A customer is looking for an effective way to connect their heterogeneous servers and storage.

Which HP storage offering would you discuss?

- A. HPStoreEasy
- B. HP StoreFabric
- C. HP StoreOnce
- D. HPStoreAll

Correct Answer: A

QUESTION 25

What is an important difference Between EMC VNX thin LUNs and thick LUNs that affects performance?

- A. VNX thin LUNs are twice as fast as VNX thick LUNs.
- B. VNX active/active controllers work on thin LUNs but not on thick LUNs.
- C. VNX deduplication works on thin LUNs but not on thick LUNs.
- D. VNX compression works on thin LUNs but not on thick LUNs.

Correct Answer: C

QUESTION 26

A customer has a large social media platform with billions of objects and files. The customer needs to process new data changes and deliver current analyses based on real-time information.

Which HP offerings can meet this customer's requirements?

- A. HP StoreAll with Intelligent Infrastructure Analyzer
- B. HP StoreAll with Express Query
- C. HP StoreEasy with Autonomy Live Vault
- D. HP StoreEasy with File Classification Infrastructure

Correct Answer: B

QUESTION 27

Which HP Converged Storage solution addresses the challenge of effectively scaling out massive volumes of unstructured data?

- A. HPStoreOnce
- B. HP StoreVirtual
- C. HPStoreAll
- D. HP 3PAR StoreServ

Correct Answer: C

QUESTION 28

Which customers are the best fit for selling consulting services for HPStoreOnce?

- A. those who are expanding their current
- B. HP solution to those who are experiencing issues in their backup environment

- C. those who have a business requirement to maintain their configuration
- D. those who are implementing HP 3PAR StoreServ into their environment
- E. All of the above

Correct Answer: E

QUESTION 29

A customer with a heterogeneous data center wants to simplify systems management. The customer also wants to increase flexibility and minimize under-utilized assets. In your discussions with this customer you explain how the single architecture of HP 3PAR StoreServ helps to address these requirements.

Which three features that are common across all HP 3PAR StoreServ platforms should you emphasize during your discussions? (Select three.)

- A. common operating system
- B. common array selection
- C. common load balancing
- D. common management command line
- E. common feature set
- F. common disk type

Correct Answer: ADF

QUESTION 30

A customer is looking for a multi-tenant cloud solution and is considering a NetApp FAS6000 or an HP 3PAR StoreServ 10000. The customer's primary concern is performance.

Which two statements demonstrate that the HP 3PAR StoreServ solution offers better performance than the NetApp solution? (Select two.)

- A. There is automatic load balancing across the array.
- B. Flash Cache automatically copies data from hard drives to PCIe Flash Cache cards.
- C. There is separation of data and command traffic.
- D. The Reallocation Scan tool ships standard with the array.
- E. All software runs on the same CPU that handles performance.

Correct Answer: BE

QUESTION 31

A customer's business requires that they be able to survive a hardware failure. They need a backup strategy that eliminates the need to re-create backup jobs as a result of a failure.

Which two integrated HP StoreOnce solution features enable the customer's requirements to be met? (Select two.)

- A. clustered design
- B. federated deduplication
- C. autonomic groups
- D. mixed workload support
- E. autonomic restart

Correct Answer: BE

QUESTION 32

Which two HP 3PAR StoreServ features should you highlight when discussing VMware optimization with a customer? (Select two.)

- A. automated billing options for disk usage

- B. fast provisioning for hundreds of virtual machines deployed in minutes
- C. the Get Virtual Guarantee
- D. replacement of the traditional VMware management tools
- E. full support for Hyper-V and Citrix management tools

Correct Answer: CD

QUESTION 33

A customer is looking for a backup solution that will help them reach their Recovery Time Objective (RTO). Their goal is to increase their restore performance capability.

How does an HP StoreOnce solution fit into this customer's RTO strategy?

- A. It automatically re-hydrates data after initial deduplication.
- B. It automatically re-hydrates data before initial deduplication.
- C. It automatically defragments data after initial deduplication.
- D. It automatically defragments data before initial deduplication.

Correct Answer: C

QUESTION 34

A customer is looking for a cost-effective, off-site backup solution. Which two features of an HP StoreOnce Catalyst solution help meet the customer's requirements? (Select two.)

- A. mixed workload support
- B. cascaded data movement
- C. deduplication to client, network, or target
- D. automatic tiering
- E. autonomic group policy integration

Correct Answer: CB

QUESTION 35

An administrator wants to move the drive magazines within an HP 3PAR StoreServ 10000. The administrator is asking for analysis and planning support for this activity.

Which StoreServ service should you recommend to support this request?

- A. HP 3PAR StoreServ Health Check Service
- B. HP 3PAR StoreServ 10000 Installation and Startup Service
- C. HP 3PAR StoreServ Storage Assessment Service
- D. HP 3PAR StoreServ Rebalance Service

Correct Answer: D

QUESTION 36

How do HP 3PAR StoreServ storage solutions simplify management compared with EMC VNX storage solutions?

- A. HP 3PAR StoreServ solutions are taken offline to ensure a risk-free controller upgrade.
- B. HP 3PAR StoreServ solutions support more RAID levels and faster RAID-level conversion.
- C. HP 3PAR StoreServ solutions run on fewer lines of code in the operating system.
- D. HP 3PAR StoreServ solutions do not require pre-planning for data layout or workload analysis.

Correct Answer: B

QUESTION 37

A customer is facing a growing gap between the demands placed on their storage systems and their IT

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