



Vendor: HP

Exam Code: HP2-K32

Exam Name: Selling HP SMB Storage

Version: DEMO

QUESTION 1

By when is it estimated that 80% of all workloads will be virtualized?

- A. 2013
- B. 2015
- C. 2016
- D. 2019

Answer: B

QUESTION 2

Which statement describes the benefit of the HP 3PAR StoreServ7000 in Exchange environments?

- A. Customers can consolidate all databases onto a single instance storage device and reduce the overall cost of storage administration and increase capacity acquisition costs.
- B. Backups can be eliminated as Exchange 2010 has the ability to have multiple copies of each database, along with features such as single item recovery and lagged copy support.
- C. Customers can reduce storage infrastructure complexity and increase performance at a fraction of the cost relative to market-leading monolithic and modular storage architectures.
- D. Exchange storage designs can follow the Exchange Mailbox Role Requirements Calculator verbatim.

Answer: C

QUESTION 3

HP StoreEasy is a highly efficient solution for flexible file and application storage. How many concurrent users can be supported on a single server?

- A. 5,000
- B. 10,000
- C. 25,000
- D. 50,000

Answer: C

QUESTION 4

An Exchange user has accidentally deleted his entire contact list. Which feature of Data Protector will enable him to recover the list rapidly and easily from the backup?

- A. Granular Restore Extension (GRE) for Microsoft Exchange and SharePoint
- B. StoreOnce deduplication algorithm, which provides source deduplication of data before it is streamed to the StoreOnce backup device
- C. Automatic application of backup policies, including snapshots
- D. Automatic application of backup policies, including snapshots, plus auto-tuning for maximum performance

Answer: A

QUESTION 5

Why is there such a good opportunity to sell HP Storage for virtualization to the SMB market?

- A. Some SMB customers have large budgets for IT.
- B. Many SMB customers need more storage disks.
- C. Most SMB customers have old storage systems.
- D. Most SMB customers' servers are not virtualized.

Answer: C

QUESTION 6

HP StoreEasy products are integrated with what optimization technique that improves performance for data transferred by Wide Area Network to Branch Offices?

- A. BranchWorks
- B. BranchFile
- C. BranchServ
- D. BranchCache

Answer: D

QUESTION 7

What are the four key customer pain points with Information Protection?

- A. remote office staff, operator availability, disaster recovery, and file recovery
- B. remote office staff, backup window, complex disaster recovery, and file recovery
- C. unreliable remote office backup, backup window, complex disaster recovery, and archiving
- D. unreliable remote office backup, backup window, disaster recovery, and slow restore

Answer: D

QUESTION 8

What is one of the key ways that HP StoreOnce installations achieve high backup performance?

- A. by only backing up new or changed data blocks
- B. by using high bandwidth links
- C. by using multiple disks
- D. through data compression

Answer: A

QUESTION 9

Customers often experience an impact on their storage requirements during a technology refresh or consolidation. What service can you offer to guide these customers?

- A. HP Storage Cloud Design (SCD)
- B. HP Storage Synchronization Service (SSS)
- C. HP Storage Efficiency Analysis (SEA)
- D. HP Storage Impact Analysis (SIA)

Answer: D

QUESTION 10

What is one of the first questions you should ask an SMB customer that is considering the implementation of a virtualization solution?

- A. "What are your business continuity and disaster recovery plans?"
- B. "What business problem will virtualization address for you?"
- C. "How many support staff do you employ?"
- D. "What IOPS does your solution require?"

Answer: B

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