Vendor: HP

Exam Code: HP5-K05D

Exam Name: Delta - Selling HP Enterprise Storage Solutions and Services

Version: DEMO

QUESTION 1
Which HP Storage product would you propose for an "ITaaS" solution?

A. HP XP7 Storage
B. HP 3PAR StoreServ
C. C. HP StoreVirtual VSA
D. HP StoreAll

Answer: B
Explanation:
HP 3PAR StoreServ was architected for the kind of extreme performance, agility, and efficiency needed in massively consolidated environments at cloud/ITaaS hosting providers.

QUESTION 2
Which two products are considered to be Traditional HP Storage?

A. HP 3PAR StoreServ and HP StoreAll
B. HP StoreEver and HP StoreFabric
C. HP StoreFabric and HP 3PAR StoreServ
D. HP StoreEver and HP StoreAll

Answer: D
Explanation:
HP StoreAll Storage goes beyond traditional NAS storage and allows businesses to reduce the cost, complexity, and time required to store, protect, manage, and extract business value from data. Pairing HP StoreAll Storage with HP StoreEver Tape storage lowers the cost of long term retention while increasing data security and integrity.
http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-9571ENW.pdf (See Introduction, 2nd Paragraph).

QUESTION 3
Which HP storage solution would you position for optimizing a mission-critical application service level agreements (SLA)?

A. HP 3PAR StoreServ
B. HP StoreOnce
C. HP StoreALL
D. HP StoreEasy

Answer: A
Explanation:
With the Data Optimization Software Suite for HP 3PAR StoreServ Storage you have the freedom to configure, optimize, reconfigure for improved control, efficiency and effectiveness all without disturbing your users or applications. This suite rebalances, redistributes and refreshes storage non-disruptively with features that provide autonomic storage tiering, dynamic data mobility, assured performance for your most mission critical applications, reducing cost and increasing agility in multi-tenant environments.

QUESTION 4
Your customer is always buying additional capacity; their VMs are not fully utilizing assigned space, which reduces efficiency, and they have difficulties reclaiming space, which leads to

wasted storage. What is their storage solution need?

A. highly efficient thin technologies
B. highly scalable and predictable storage
C. high utilization and low operational overhead
D. non-disruptive management and visibility

Answer: C

QUESTION 5
You are discussing how to modernize mission-critical applications using all-flash. Tier-1 storage with the Line of Business executive (LOB). Which solution need is the LOB most concerned with?

A. predictable transaction response times
B. consolidated IT management tools
C. IT OPEX costs
D. consolidating storage for efficiency

Answer: A

QUESTION 6
Which HP resources would you use to quickly see HP competitive differentiation information?

A. HP Storage product reference guide and play card
B. HP Storage product reference guide and case study
C. HP Storage product reference guide and whiteboard
D. HP Storage product selector and sales play

Answer: D

QUESTION 7
Which HP storage solution do you position when a customer not ready for Software- Defined Storage" (SDS)?

A. HP 3PAR StoreServ
B. HP StoreVirtual VSA
C. HP StoreOnce VSA
D. HP StoreVirtual VSA

Answer: B

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