

QUESTIONS & ANSWERS

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HP

HP2-K40

Selling HP Storage Solutions and Services

QUESTION: 45

Which HP 3PAR StoreServ model is positioned as an affordable entry point for flash performance and for accelerating small-to-mid-size online transaction processing and database environments, as well as virtual desktop infrastructure (VDI) deployments with up to 500 users?

- A. HP 3PAR StoreServ 7200c
- B. HP 3PAR StoreServ 7400c
- C. HP 3PAR StoreServ 10400
- D. HP 3PAR StoreServ 10800

Answer: A

QUESTION: 46

Which statement accurately describes HP StoreVirtual VSA licensing?

- A. Only Thin Provisioning requires purchasing additional licenses
- B. Only Remote Copy requires purchasing additional licenses.
- C. All additional features require additional licensing.
- D. The purchase price includes all features.

Answer: B

QUESTION: 47

Where can you find HP storage specific customer-facing presentations, competitor information, and training courses?

- A. HP Storage Product Selector
- B. HP Sales Builder for Windows
- C. HP Unison Partner Portal
- D. HP Storage SAN Design Guide

Answer: A

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QUESTION: 48

What qualifies a customer for HP Proactive Care or HP Proactive Care Advanced?

- A. The customer's solution is so critical that even a short outage would be costly.

- B. The customer needs help designing a solution that scales to meet increased demands.
- C. The customer has a lot of HP products in the data center and wants a service that encompasses all of these products.
- D. The customer wants to be able to upgrade software for some HP products.

Answer: B

QUESTION: 49

You are selling an HP customer a new solution and want to recommend HP Proactive Care. The customer has purchased HP Foundation Care in the past for other HP solutions. Which benefit does Proactive Care offer this customer that Foundation Care does not?

- A. firmware updates
- B. 24 x 7 coverage window
- C. health scan
- D. hardware support

Answer: A

QUESTION: 50

A customer asks about the competitive advantages of the HP Storage portfolio products. Where is this information located?

- A. Sales Builder for Windows
- B. Product Bulletin
- C. Storage Product Reference Guide
- D. SAN Design guide

Answer: A

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