

**Exam** : **HP2-K32**

**Title** : Selling HP SMB Storage  
Exam

**Version** : DEMO

1.Which requirements would prevent you from offering the HP 3PAR StoreServ product to a customer?

- A.The customer needs to have thin provisioning.
- B.The customer has a VMware vSphere environment.
- C.The customer has a need for BC/DR capability.
- D.The customer specifically requires VMware vMSC cluster support.

**Answer: C**

2.Your midmarket customer wants to develop a private cloud solution.Which HP Storage product will be best suited to that requirement?

- A.HP StoreVirtual VSA
- B.HP StoreVirtual 4500
- C.HP 3PARStoreServ7000
- D.HP StoreOnce

**Answer: C**

3.What is the major difference between block based and file based data?

- A.File based data is typically unstructured.
- B.File based data is typically found in a database.
- C.Block based data is typically stored on a network-attached appliance.
- D.Block based data is typically generated by rich media applications.

**Answer: A**

Reference:[http://www.novell.com/products/file-reporter/features/accurate\\_assessment.html](http://www.novell.com/products/file-reporter/features/accurate_assessment.html)(first sentence)

4.HP StoreEasy is Efficient and Highly Available and provides many other features.Which additional feature is regarded as key for your customers?

- A.Easy Integration
- B.Simple Management
- C.Security
- D.Cost Effective Performance

**Answer: C**

Reference:[http://h18004.www1.hp.com/products/quickspecs/14434\\_na/14434\\_na.pdf](http://h18004.www1.hp.com/products/quickspecs/14434_na/14434_na.pdf)(page 1, overview)

5.How does utilizing HP StoreOnce for backup enable the use of low bandwidth links?

- A.only the files that have changed need to be transferred
- B.only the data blocks that have changed are transferred
- C.backups do not need to be performed so frequently
- D.backups are performed during non-business hours

**Answer: B**

Reference:[http://h18004.www1.hp.com/products/quickspecs/14450\\_na/14450\\_na.html](http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html)(See lower the cost of disaster recovery and remote office data protection)

6.How does using HP StoreOnce backup improve data protection reliability?

- A.by eliminating manual processes

- B.by using multiple disk drives as a store
- C.by performing backups during non-business hours
- D.by increasing the speed of the data transfer

**Answer: B**

Reference:[http://h18004.www1.hp.com/products/quickspecs/14450\\_na/14450\\_na.html](http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html)

7.How does Exchange 2010/2013 enable the use of virtualized environments?

- A.It allows comprehensive e-discovery against all emails stored in the Exchange archives.
- B.It provides automated deduplication to reduce the size of stored files.
- C.It enables IT to reuse unallocated disk space and host all mailboxes on local servers.
- D.It places less demands on storage, thus enabling the use of SAN storage architectures.

**Answer: A**

8.Your SMB customer has spare server capacity and wants to implement shared storage for a virtual environment.Which product would you recommend?

- A.HP MSA 2000
- B.HP StoreVirtual 4000
- C.HP StoreVirtual VSA
- D.HP 3PARStoreServ7000

**Answer: C**

Reference:[http://webcache.googleusercontent.com/search?q=cache:amvNAYrXsDIJ:www8.hp.com/us/en/products/data-storage/data-storage-products.html%3FcompURI%3D1225885+&cd=1&hl=en&ct=clnk#.UStBjOsd6RI\(See HP StoreVirtual VSA, first bullet\)](http://webcache.googleusercontent.com/search?q=cache:amvNAYrXsDIJ:www8.hp.com/us/en/products/data-storage/data-storage-products.html%3FcompURI%3D1225885+&cd=1&hl=en&ct=clnk#.UStBjOsd6RI(See HP StoreVirtual VSA, first bullet))

9.How does HP StoreOnce backup reduce the complexities of restores?

- A.Tapes are barcode labeled for easy identification.
- B.It allows you to keep more copies of your backup data locally so that you do not have to retrieve data from other locations.
- C.All backups are clearly named by date and administrator name.
- D.Each HP StoreOnce system easily and conveniently stores its backup on its own allocated disk infrastructure.

**Answer: D**

Reference:[http://bizsupport2.austin.hp.com/bc/docs/support/SupportManual/c03121413/c03121413.pdf\(page 6, bullet#10\)](http://bizsupport2.austin.hp.com/bc/docs/support/SupportManual/c03121413/c03121413.pdf(page 6, bullet#10))

10.Your customer needs a software backup application for data in a number of remote offices.Which HP product provides this capability in the most cost-effective manner?

- A.HP Data Protector
- B.HP StoreOnce 2000
- C.HP StoreOnce 4000
- D.HP StoreOnce 6200

**Answer: A**

Reference:[http://h18000.www1.hp.com/products/quickspecs/14153\\_div/14153\\_div.HTML\(see models\)](http://h18000.www1.hp.com/products/quickspecs/14153_div/14153_div.HTML(see models))

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