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HP2-K03

HP

Selling HP Enterprise Storage Solutions

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Exam Name:	Selling HP Enterprise Storage Solutions		
Exam Type:	HP	Exam Code:	HP2-K03
Certification	Accredited Sales Consultant (ASC)	Total Questions:	56

Question: 1

What does VROOM stand for in the context of an HP Converged Infrastructure?

- A. Virtualized, Resilient, Orchestrated, Optimized, and Modular
- B. Virtualized, Resilient, Orchestrated, Ongoing, and Modular
- C. Virtualized, Robust, Orchestrated, Optimized, and Modular
- D. Virtualized, Robust Orchestrated, Optimized, and Managed

Answer: A

Question: 2

Which type of costs can HP Systems Insight Manager (HP SIM) typically reduce?

- A. Procurement
- B. Administration
- C. Server
- D. Floor space

Answer: B

Question: 3

What does the HP Converged Infrastructure Planning Service deliver for customer?

- A. Demonstration of the capabilities of the hpbladesystem matrix by testing common scenarios
- B. Awareness and insights into the concepts of shared services and converged infrastructure
- C. A clear roadmap with defined with defined phases for the design of future it infrastructures
- D. A clear financial plan to support new it investments

Answer: B

Question: 4

What is a business benefit of pooling and sharing resources in an HP Converged Infrastructure?

- A. The IT department can charge its costs to the business more accurately, which means improved cash flow.
- B. The time taken to launch new services is dramatically reduced, which improves time to revenue.
- C. IT resources do not need to be involved in storage provisioning, which releases them for maintenance activities.
- D. The IT department can provision servers and storage more quickly, which reduces the need for additional headcount.

Answer: B

Question: 5

The HP BladeSystem Matrix can improve the ability to maintain service levels with built-in disaster recovery. By which percentage are recovery times improved as a result?

- A. 50%
- B. 60%
- C. 70%
- D. 80%

Answer: D



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