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HP2-K18

HP

Selling HP Enterprise Storage Solutions (2009)

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Exam Name:	Selling HP Enterprise Storage Solutions (2009)		
Exam Type:	HP	Exam Code:	HP2-K18
Certification	Accredited Sales Consultant (ASC)	Total Questions:	60

Question: 1
An EVA4000 customer experiences shrinking backup windows and wants to know how to know how to back up data without impacting application processing. Which HP Storage Works EVA software creates snapshots or clones that can be used to run automated backup from within the customer's backup software?

A. Business Copy EVA
B. Data Replication Manager EVA
C. MPIO for Windows
D. Continuous Access EVA

Answer: A

Question: 2
A customer fails to deliver on service level agreements due to lack of storage resources. Which solution should you suggest to address this issue?

A. Utility Ready Storage
B. Mission Critical Services
C. 24×7 Care Pack
D. ILM Data and Information Discovery Service

Answer: A

Question: 3
Your team is developing new sales leads. It is suggested that utility ready storage opportunities in existing accounts might be a good area in which to develop some of these leads. Which customer situations can help your team qualify utility ready storage leads? (Select two.)

A. customers who are experiencing a slow procurement process
B. customers who are increasing their IT budgets
C. customers who are operating enterprise level data centers with homogeneous storage
D. customers with minimal growth who are operating non-critical database applications
E. customers who do not require Service Level Agreements (SLAs)
F. customers who are trying to control storage costs during cyclical seasons

Answer: A,F

Question: 4 DRAG DROP
Match each element of effective business value propositions to the role with which it is associated.

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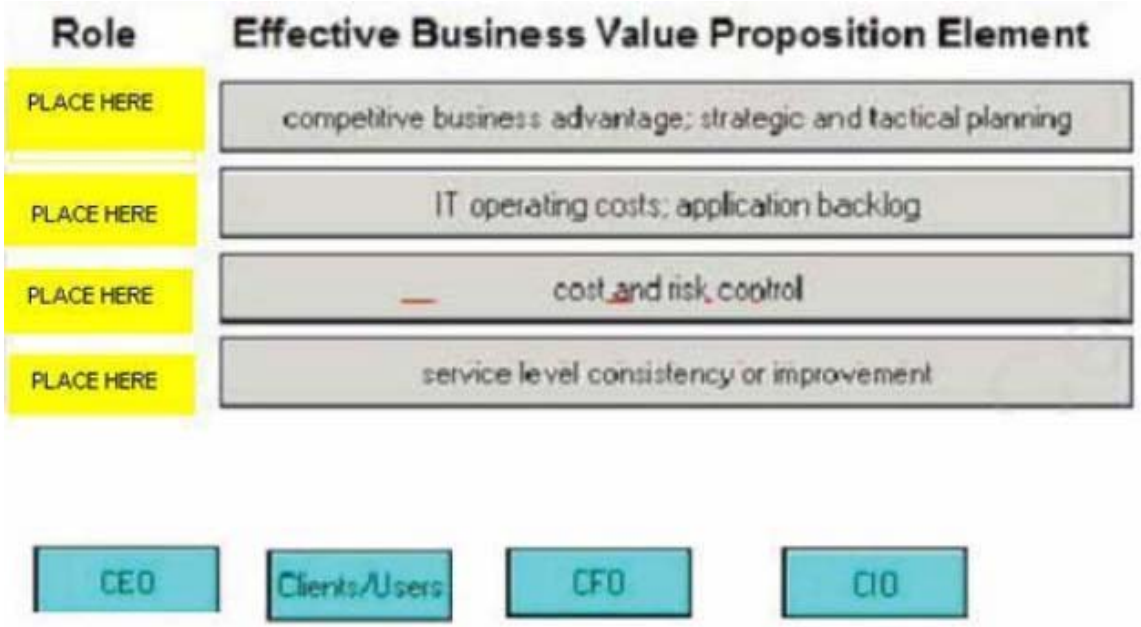
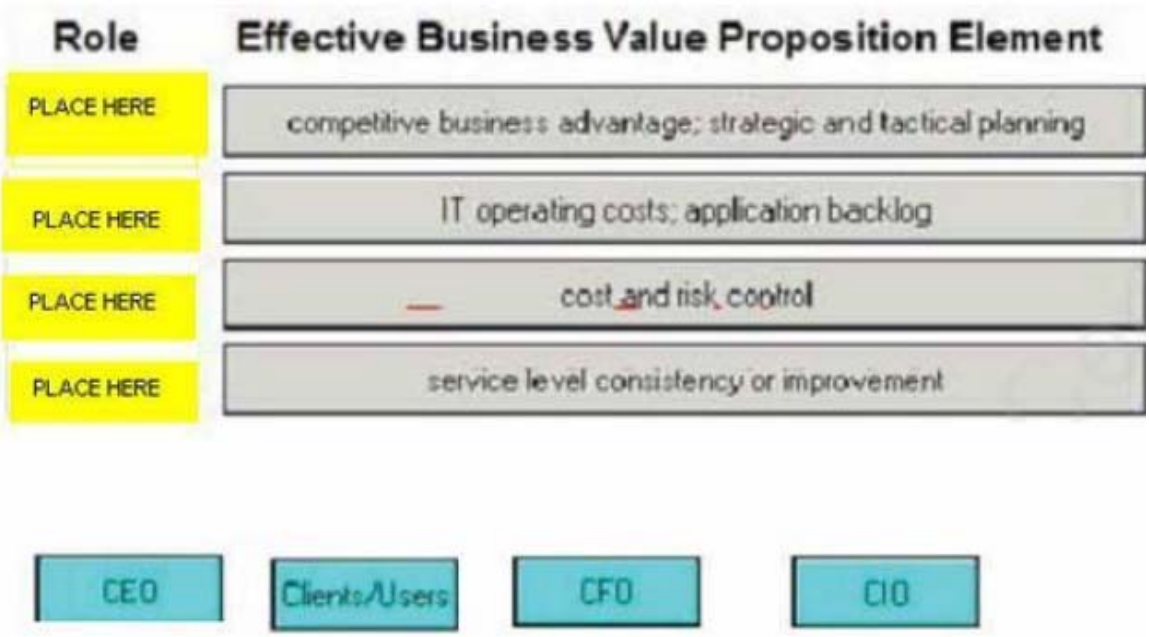


Answer:



Explanation:

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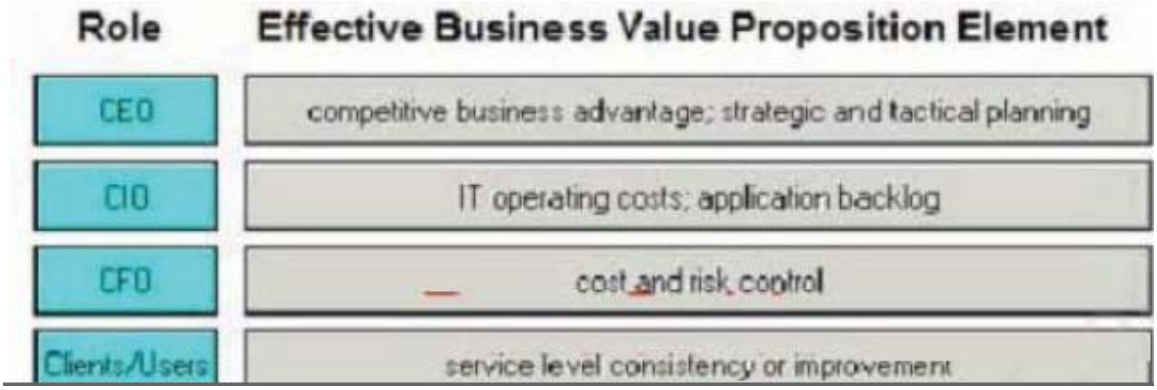

Question: 5
You are meeting with a business executive to discuss HP storage solutions. Which business value factors should you emphasize when discussing the executive's IT investment decisions? (Select three.)

A. Reduced operational costs
B. Improved service levels
C. Operating system support
D. Time-to-market
E. Expanded disk capacity
F. Increased bandwidth

Answer: A,B,D

Question: 6
A market segment predicted to show the greatest growth over the next several years is enterprise storage resource management. You and your team decide to take advantage of this information and target opportunities for selling HP Storage Essentials SRM Software. Which customer profiles suggest potential sales opportunities for this product? (Select two.)

A. Manage storage devices from more than one vendor
B. Provide continuous access between arrays
C. Have storage growth that has outpaced budget and headcount
D. Transfer data between storage tiers
E. Need rapid recovery of archived email

Answer: A,C

Question: 7
Which questions are appropriate for exploring data archiving opportunities with customers? (Select two.)

A. How do you mitigate risk while addressing compliance with relevant data retention regulations?
B. How do you find and retrieve archived information in a timely manner?
C. How would your business benefit from connecting your Windows-based server/client environment with UNIX, Novell, or MAC server/clients?
D. How would reduced downtime during storage expansion and faster application deployment affect your competitive edge?

Answer: A,B

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