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QUESTION: 1
Which company profile most accurately reflects a mid-sized business-class customer?

A.10 employees; up to $6 million annual revenue
B. 200 employees; $9 million annual revenue
C. 400 employees; $90 million annual revenue
D. 900 employees; $250 million annual revenue

Answer: C

QUESTION: 2
A customer uses DAS for both Exchange and user flat files for about 100 users. Because all the storage is in various locations, it is difficult to manage this configuration and increase capacity. The customer wants to install a SAN to solve these problems, but cannot afford the cost and time it takes to deploy a Fibre Channel SAN. The customer also has limited in-house expertise in managing a SAN. Which solution should the customer consider for migrating application data while also providing file serving for clients on the same system?

A. MSA2000i
B. AiO600 Storage System
C. ProLiant Storage Server DL380 G5
D. MSA2000fc

Answer: B

QUESTION: 3
Which customer requirement helps determine when to implement an HP StorageWorks All-in-One storage system versus a Modular Smart Array (MSA)?

A. use existing storage management staff expertise
B. connect easily into existing Fibre Channel infrastructure
C. integrate with storage arrays in a SAN environment
D. integrate file serving and block-based access to storage

Answer: D

QUESTION: 4
Determining the stage in HP's Customer-Driven Sales Methodology (CDSM) an opportunity has reached depends on accurately assessing where the opportunity is in the customer buying cycle. If an opportunity is positioned in the customer buying cycle at the Evaluate Options stage, which stage in the CDSM has it reached?

A. Stage 2 - Validate the Opportunity
B. Stage 4 - Develop and Propose Solution
C. Stage 5 - Negotiate and Close
D. Stage 7 - Won and Deploy

Answer: B

QUESTION: 5
The data stored on HP StorageWorks D2D Backup Systems resides on which media type?

A. SDLT tape
B. UltraSCSI disk
C. SATA disk
D. LTO Ultrium tape

Answer: C

QUESTION: 6
During an initial phone call, an IT manager mentions she is familiar with Internet Protocol (IP). Given that her organization does not have high performance requirements, she is not convinced that it is necessary to install a Fibre Channel network. Considering this information, which storage solutions should you suggest? (Select two.)

A. iSCSI SAN
B. DAS
C. NAS
D. Fibre Channel SAN
E. EBS

Answer: A, C

QUESTION: 7

You are preparing for your first meeting with an IT manager of a small customer account. What are potential customer priorities you should probe for in your discussion? (Select three.)

A. managing email
B. thin provisioning
C. connecting branch offices
D. grid computing
E. backup and recovery

Answer: A, C, E

QUESTION: 8

Which software solution manages snapshot capabilities for the HP All-in-One Storage System?

A. Data Protector Express
B. All-in-One Storage Target
C. AiO Storage Manager
D. Storage Mirroring software

Answer: D

QUESTION: 9

Which storage management challenges are the focus of the HP SMB storage strategy? (Select three.)

A. file services
B. virtualization
C. data protection
D. business intelligence
E. consolidation
F. security

Answer: B, C, E

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