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HP Networked Storage Sales Professional

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QUESTION: 1
Your customer's competitor is gaining market share due to the excellent reputation they have built for customer service and their ability to anticipate customer needs and develop services and products to meet those needs. Which storage trend does this situation directly describe?

A. Information access at the pinnacle of IT architecture
B. Dis-aggregation of the storage purchase
C. Outsourcing to service providers and Internet centers
D. Dominance of networked storage

Answer: A

QUESTION: 2
Customers in the past made their purchase decision around applications or servers, and storage was more of an afterthought. But storage has become so important that customers are now making independent storage decisions. Which storage trend does this statement describe?

A. Information access at the pinnacle of IT architecture
B. Dis-aggregation of the storage purchase
C. Outsourcing to service providers and Internet centers
D. Dominance of networked storage

Answer: B

QUESTION: 3
Your customer used to spend time selecting their servers and then just purchase the storage from the same vendor. Now your customer spends more time selecting their storage vendor than they do selecting their server vendor. This is an example of which storage trend?

A. Information access at the pinnacle of IT architecture
B. Dis-aggregation of the storage purchase
C. Outsourcing to service providers and Internet centers
D. Dominance of networked storage

Answer: B

QUESTION: 4

Allows organizations to leverage from the pool of industry specialized IT resources without the expense of retaining the expertise in-house. Which storage trend does this statement describe?

A. Information access at the pinnacle of IT architecture
B. Dis-aggregation of the storage purchase
C. Outsourcing to service providers and Internet centers
D. Dominance of networked storage

Answer: C

QUESTION: 5
Network Attached Storage is typically used for which type of data transfer?

A. Databases
B. Block transfer
C. File sharing

Answer: C

QUESTION: 6
Your customer's current storage solution consists of 10 servers each attached to a disk array or disk system. The servers are networked. Which type of networked storage solution does this customer have?

A. Direct Attached Storage
B. Network Attached Storage (NAS)
C. Storage Area Network (SAN)

Answer: A

QUESTION: 7
Your customer's current storage solution consists of 10 servers and three networked storage devices. The solution is simple to use and install. The customer is using the solution to share files. Which type of networked storage solution does this customer have?

A. Direct Attached Storage

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