

Exam Number/Code:HP5-K01D

Exam Name:Delta - Selling HP SMB
Storage

Version: Demo

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QUESTION NO: 1

Your SMB customer has aging EVA storage and wants to hear about HP's recommendation for a next generation EVA. What would you recommend?

- A. HP EVA 6000
- B. HP StoreVirtual
- C. HP 3PAR StoreServ 7000
- D. HP 3PAR StoreServ 10000

Answer: C

QUESTION NO: 2

Your customer wants to improve their BC/DR capability. Which products are fully integrated with VMware Site Recovery Manager (SRM)? Select two

- A. HP 3PAR StoreServ 7000
- B. HP EVA
- C. HP StoreEasy
- D. HP StoreOnce
- E. HP StoreVirtual

Answer: A,E

QUESTION NO: 3

What is the customer advantage of HP 3PAR StoreServ self-configuring, provisioning, and optimizing by autonomic management?

- A. Reduces time spent managing storage by 90%
- B. Reduces capacity requirements by 50% - guaranteed
- C. Doubles VM density per server – guaranteed
- D. Provides non-disruptive data mobility between systems for pain-free refresh and loadbalancing

Answer: A

QUESTION NO: 4

What is the name of the new Exchange capability that is enhancing high availability and improves recovery time so the user is totally unaware of any downtime?

- A. Database Archiving Groups
- B. Database Search Groups

- C. Database Filing Groups
- D. Database Availability Groups

Answer: D

QUESTION NO: 5

What does HP suggest is the best use for tape storage?

- A. Nightly backup
- B. Weekly backup
- C. Data archive
- D. Remote office protection

Answer: C

QUESTION NO: 6

What advantage does an HP StoreEasy Solution have over a non-Windows NAS solution?

- A. Non-Windows NAS solutions require external antivirus servers
- B. Non-Windows NAS solutions support file access
- C. HP StoreEasy solutions use a fibre-channel interface
- D. HP StoreEasy solutions provide remote and branch office operation

Answer: D

QUESTION NO: 7

Your customer has implemented HP StoreOnce. Where is the optimal place to deploy staff who are responsible for disaster recovery of remote office sites?

- A. Branch office
- B. Main data center
- C. Remote computer room
- D. Customer's site

Answer: B

QUESTION NO: 8

Why is there such a good opportunity to sell HP Storage for virtualization to the SMB market?

- A. Some SMB customers have large budgets for IT
- B. Many SMB customers need more storage disks
- C. Most SMB customers have old storage systems
- D. Most SMB customers' servers are not virtualized

Answer: C

QUESTION NO: 9

Which security feature does NOT apply to the HP StoreEasy product family?

- A. Centrally managed policies protecting data based on business value
- B. Antivirus software running on additional hardware servers
- C. BitLocker Drive Encryption protecting data on removable media
- D. File system encryption protecting data at rest

Answer: B

QUESTION NO: 10

Which statement describes a key benefit of HP 3PAR Thin Provisioning in Exchange environments?

- A. It makes deduplication a key benefit of HP 3PAR Thin Provisioning in Exchange environments?
- B. It enables multi-node global deduplication and reduces time to restore
- C. It automatically migrates the busiest data to the lowest performing storage and those with low activity to faster storage tiers
- D. It helps cut storage capacity requirements by 50% or more

Answer: D