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Passing Score: 700
Time Limit: 75 min
File Version: 12.5

Exam Code: HP2-K38

Exam Name: Selling HP Enterprise Storage Solutions and Services



Exam A

QUESTION 1

Which customer scenarios can the HP Storage Data Migration Service support? (Select two.)

- A. The customer wants to enable mirroring capabilities.
- B. The customer wants to consolidate their environment,
- C. The customer wants to implement a tiered storage strategy.
- D. The customer wants to redistribute data within the array.
- E. The customer wants to move magazines within the array.

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

A customer has expressed objections to moving to a new HP 3PAR StoreServ architecture because of the migration complexities involved. Which statement should you make to position Peer Motion as a solution for this customer?

- A. It can complete controller node firmware updates with zero downtime.
- B. It is a customer-implementable, non-disruptive data migration tool,
- C. It performs a bit-by-bit copy for data archives by using data deduplication.
- D. It enables customers to migrate live virtual machines with no downtime.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

A customer asks you to explain what makes HP 3PAR StoreServ Thin Provisioning unique. Which two statements should you include in your response? (Select two.)

- A. The decision to go thin can be made during original disk layout or later without compromising the time invested.
- B. The HP thin technology speeds up and simplifies data migration to other non-HP storage appliances.

- C. Disk space savings and efficient use of capacity yields a higher ROI for the life of the array.
- D. Replicated data eliminates the need to write any zeros that were removed from the primary data source.
- E. Administrators are not forced to configure the drives specifically to avoid drawbacks in performance.

Correct Answer: CD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

HOTSPOT

Match the customer requirement with the HP ServiceOne storage delivery option that supports it.

A customer is running out of capacity and needs help understanding how the current storage assets are being utilized.

HP Storage Impact Analysis Service
HP 3PAR StoreServ Health Check Service
HP 3PAR StoreServ VMware Integration Service
HP Storage Efficiency Analysis Service

A customer wants to architect a virtualization strategy.

HP Storage Impact Analysis Service
HP 3PAR StoreServ Health Check Service
HP 3PAR StoreServ VMware Integration Service
HP Storage Efficiency Analysis Service

A customer needs help with system configuration parameters that are potentially affecting the supportability of an HP 3PAR 7000.

HP Storage Impact Analysis Service
HP 3PAR StoreServ Health Check Service
HP 3PAR StoreServ VMware Integration Service
HP Storage Efficiency Analysis Service

- | | |
|--|--------------------------|
| A. A customer is running out of capacity and needs help understanding how the current storage assets are being utilized | HP Storage |
| Efficiency Analysis Service | |
| B. A customer want to architect a virtualization strategy | HP 3PAR StoreServ |
| VMware Integration Service | |
| C. A customer need help with system configuration parameter that are potentially affecting the supportability of an HP 3PAR 7000 | HP Storage |
| Impact Analysis Service | |

Correct Answer: ABC

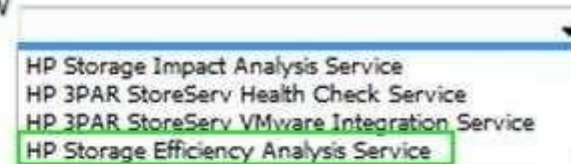
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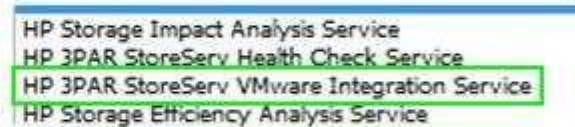
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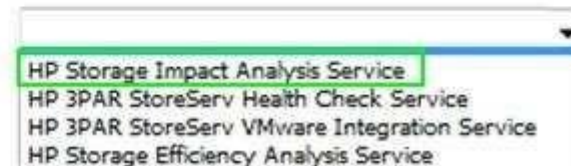
A customer is running out of capacity and needs help understanding how the current storage assets are being utilized.



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A customer needs help with system configuration parameters that are potentially affecting the supportability of an HP 3PAR 7000.



A customer is running out of capacity and needs help understanding how the current storage assets are being utilized

HP Storage

Efficiency Analysis Service

A customer want to architect a virtualization strategy

HP 3PAR StoreServ

VMware Integration Service

A customer need help with system configuration parameter that are potentially affecting the supportability of an HP 3PAR 7000

HP Storage

Impact Analysis Service

QUESTION 5

A customer tells you that they are considering EMC instead of HP because HP StoreOnce does not support global deduplication. What should you tell this customer to overcome this objection?

- A. Unlike EMC global deduplication, HP federated deduplication supports RAID protection through a wide choice of RAID levels.
- B. HP federated deduplication is superior to EMC global deduplication because it offers seamless data movement across the enterprise.
- C. EMC global deduplication sacrifices high availability, and risks losing access to the entire global deduplicated data pool.
- D. The EMC hash matching process works on a smaller subset of data, sacrificing efficiency.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6

How does HP 3PAR StoreServ chunklet technology differ from an EMC VNX-2 solution?

- A. Chunklet technology enables common provisioning groups.
- B. Chunklet technology is built on RAID groups for modular construction.
- C. Chunklet technology enables SnapDrive with space reclamation.
- D. Chunklet technology enables greater bandwidth.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

A customer wants to scale billions of files and objects in a single namespace with centralized management. Which HP solution meets the customer's requirements?

- A. HP StoreVirtual
- B. HP StoreAll
- C. HP 3PAR StoreServ
- D. HP StoreOnce

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8

Which three steps should a customer take to address growing and dynamic storage requirements? (Select three.)

- A. optimize
- B. virtualize
- C. integrate
- D. migrate
- E. automate
- F. diversify

Correct Answer: BCD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

A customer is comparing HP StoreOnce to EMC Data Domain. Which statement can you use to position HP StoreOnce?

- A. It rehydrates deduplicated data to verify data integrity.
- B. It centralizes block and file storage, backup, and management.
- C. It provides high-performance backup to replace existing block arrays.
- D. It achieves federated deduplication without rehydrating data.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Explanation: HP StoreOnce Backup is the fastest and most cost-effective backup and recovery--5x faster than EMC.

QUESTION 10

A customer wants to save money by using lower-cost network links to move data between remote sites. How does HP StoreOnce Catalyst enable the customer to achieve this goal?

- A. Data is re-hydrated before it is sent over the network.
- B. Data is re-hydrated after it is sent over the network.
- C. Data is deduplicated before it is sent over the network.
- D. Data is deduplicated after it is sent over the network.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

A customer is challenged by a shrinking backup window and heightened security requirements. They are considering the HP StoreOnce 6500 Backup solution but are resisting because they believe it will not meet their need for data encryption capabilities.

What does the HP StoreOnce solution offer that can meet the customer requirements?

- A. HP StoreOnce Get Protected Guarantee
- B. HP TrueCrypt encryption software
- C. HP StoreOnce Security Pack
- D. self-encrypting flash drives

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

HOTSPOT

Match the feature of HP storage solution architecture with the benefit it provides to virtualized environments.

Peer Motion	<div>enables changes to be made to storage array configurations without adding more drives</div> <div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>enables changes to be made to storage array configurations without adding more drives</div> <div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div>
Thin Reclamation	<div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div> <div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>enables changes to be made to storage array configurations without adding more drives</div> <div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div>
Thin Provisioning	<div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>enables changes to be made to storage array configurations without adding more drives</div> <div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div>
Automation	<div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>enables changes to be made to storage array configurations without adding more drives</div> <div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div>

- A. Peer Motion: Provides data mobility for enterprise block storage across storage systems in the data center and the cloud.
- B. Thin Reclamation: Does not require unused capacity to be reserved in order to get a capacity benefit
- C. Thin Provisioning: Avoids wasted capacity to maintain control of long term storage growth and associated cost.
- D. Automation: Enable changes to be made to storage array configuration without adding more drives.

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

Explanation:

Peer Motion	<div>enables changes to be made to storage array configurations without adding more drives</div> <div>does not require unused capacity to be reserved in order to get a capacity benefit</div> <div>avoids wasted capacity to maintain control of long-term storage growth and associated costs</div> <div>enables changes to be made to storage array configurations without adding more drives</div> <div>provides data mobility for enterprise block storage across storage systems in the data center and the cloud</div>
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Peer Motion: Provides data mobility for enterprise block storage across storage systems in the data center and the cloud.

Thin Reclamation: Does not require unused capacity to be reserved in order to get a capacity benefit

Thin Provisioning: Avoids wasted capacity to maintain control of long term storage growth and associated cost.

Automation: Enable changes to be made to storage array configuration without adding more drives.

QUESTION 13

How do HP 3PAR StoreServ storage solutions simplify management compared with EMC VNX storage solutions'?

- A. HP 3PAR StoreServ solutions are taken offline to ensure a risk-free controller upgrade.
- B. HP 3PAR StoreServ solutions support more RAID levels and faster RAID-level conversion. ,
- C. HP 3PAR StoreServ solutions run on fewer lines of code in the operating system.
- D. HP 3PAR StoreServ solutions do not require pre-planning for data layout or workload analysis.

Correct Answer: B

Section: (none)

Explanation**Explanation/Reference:****QUESTION 14**

A customer has a large, mixed environment of mid- and high-end primary storage. They are considering both EMC and HP (or a possible enterprise-wide solution that includes updating current storage and adding all-flash storage.

- A. What is one of the advantages of the HP solution over the EMC approach?
- B. free HP 3PAR StoreServ thin provisioning
- C. a single HP 3PAR StoreServ architecture
- D. millions of lines of new HP 3PAR StoreServ code HP 3PAR StoreServ data deduplication

Correct Answer: C

Section: (none)

Explanation**Explanation/Reference:****QUESTION 15**

A customer with a heterogeneous data center wants to simplify systems management. The customer also wants to increase flexibility and minimize under-utilized assets. In your discussions with this customer you explain how the single architecture of HP 3PAR StoreServ helps to address these requirements. Which three features that are common across all HP 3PAR StoreServ platforms should you emphasize during your discussions? (Select three.)

- A. common operating system
- B. common array selection
- C. common load balancing
- D. common management command line
- E. common feature set
- F. common disk type

Correct Answer: ADF

Section: (none)

Explanation**Explanation/Reference:**

QUESTION 16

A customer is redesigning their data center and needs to consolidate their environment. They must be able to use thin provisioning to optimize their storage investment.

Which HP Converged Storage solution meets the customer's design requirements?

- A. HP StoreEasy
- B. HP StoreOnce
- C. HP StoreAll
- D. HP 3PAR StoreServ

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

A customer is experiencing explosive growth. They need to be able to expand capacity dynamically and handle performance spikes. The customer is considering the NetApp FAS 6000 or the HP 3PAR StoreServ 10000. Which two statements regarding the NetApp FAS 6000 illustrate that the HP 3PAR StoreServ 10000 is the better solution to meet this customer's requirements? (Select two.)

- A. WAFL degrades Flash Cache performance.
- B. NVRAM is not mirrored and automatic takeover is disabled.
- C. Adding Flash Cache cards reduces the ability to scale.
- D. Flash Cache does not move data via tiering.
- E. FibreBridge is required to increase scalability when using FATA drives.

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

A customer is looking for a backup solution that will help them reach their Recovery Time Objective (RTO). Their goal is to increase their restore performance capability.

How does an HP StoreOnce solution fit into this customers RTO strategy?

- A. It automatically re-hydrates data after initial deduplication.

- B. It automatically re-hydrates data before initial deduplication.
- C. It automatically defragments data after initial deduplication.
- D. It automatically defragments data before initial deduplication.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19

Which service should a customer choose if they want to optimize utilization and enable storage tiering?

- A. HP 3PAR StoreServ Adaptive Optimization Policy Implementation
- B. HP Enhanced Implementation Service for SANs
- C. HP Performance Analysis Service for HP Disk Arrays
- D. HP 3PAR StoreServ Health Check Service

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

A customer's business requires that they be able to survive a hardware failure. They need a backup strategy that eliminates the need to re-create backup jobs as a result of a failure. Which two integrated HP StoreOnce solution features enable the customer's requirements to be met? (Select two.)

- A. clustered design
- B. federated deduplication
- C. autonomic groups
- D. mixed workload support
- E. autonomic restart

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

A customer asks for an explanation of how HP 3PAR StoreServ Thin Reclamation technology can help them manage their growing storage space consumption.

Which two features should you describe? (Select two.)

- A. Management follows the same flow and process as thick reclamation, and it is possible to toggle back and forth with one click.
- B. When zeros are removed, they are not included with snapshots or copies.
- C. When a snapshot, full copy, or LUN is deleted, the space is immediately available without requiring a physical capacity format.
- D. Reserving unused capacity is not necessary because it is returned to a common pool.

Correct Answer: CD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

Which customers are the best fit for selling consulting services for HP StoreOnce?

- A. those who are expanding their current
- B. HP solution to those who are experiencing issues in their backup environment
- C. those who have a business requirement to maintain their configuration
- D. those who are implementing HP 3PAR StoreServ into their environment
- E. All of the above

Correct Answer: E

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23

A customer is looking for an effective way to connect their heterogeneous servers and storage. Which HP storage offering would you discuss?

- A. HP StoreEasy

- B. HP StoreFabric
- C. HP StoreOnce
- D. HP StoreAll

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24

Why should a customer choose the HP SN8000B Director as the foundation of their StoreFabric enterprise solution?

- A. because they want ISL trunking at no extra cost
- B. because they want an extended fabric for no extra cost
- C. because they need scalability to 512 8-Gbps ports in a single-switch domain
- D. because they need up to 384 16-Gb Fibre Channel ports

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25

What are two advantages of the HP 3PAR StoreServ controller scale-out approach compared to an EMC core- scale-out approach? (Select two.)

- A. You can dedicate each storage solution to a different purpose.
- B. Performance of the data storage tier is not adversely affected during migrations.
- C. You can add capacity without requiring additional space, power, and cooling.
- D. Performance drops only 25% if a controller fails.
- E. You can add performance without taking the array offline.

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 26

A customer is questioning the availability of an HP StoreOnce 6500 solution compared to an EMC DD990. What should you tell the customer about HP StoreOnce to overcome this objection?

- A. It uses inter-node multi-pathing for high availability,
- B. It contains three processors per node for redundancy.
- C. It uses multi-pathing in each host for redundancy.
- D. It uses dual controllers for high availability.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

HOTSPOT

Match the HP 3PAR StoreServ value proposition with the benefit it offers to customers.

Efficient	<div>50% reduction of capacity requirements ▼</div> <div> Tier-1 features in economy size 50% reduction of capacity requirements freedom to grow 90% reduction of management time </div>
Effortless	<div>90% reduction of management time ▼</div> <div> Tier-1 features in economy size 50% reduction of capacity requirements freedom to grow 90% reduction of management time </div>
Futureproof	<div>Tier-1 features in economy size ▼</div> <div> Tier-1 features in economy size 50% reduction of capacity requirements freedom to grow 90% reduction of management time </div>
Bulletproof	<div>freedom to grow ▼</div> <div> Tier-1 features in economy size 50% reduction of capacity requirements freedom to grow 90% reduction of management time </div>

- A.
- B.
- C.
- D.

Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

Explanation:

Efficient	<div>50% reduction of capacity requirements</div> <div>Tier-1 features in economy size</div> <div>50% reduction of capacity requirements</div> <div>freedom to grow</div> <div>90% reduction of management time</div>
Effortless	<div>90% reduction of management time</div> <div>Tier-1 features in economy size</div> <div>50% reduction of capacity requirements</div> <div>freedom to grow</div> <div>90% reduction of management time</div>
Futureproof	<div>Tier-1 features in economy size</div> <div>Tier-1 features in economy size</div> <div>50% reduction of capacity requirements</div> <div>freedom to grow</div> <div>90% reduction of management time</div>
Bulletproof	<div>freedom to grow</div> <div>Tier-1 features in economy size</div> <div>50% reduction of capacity requirements</div> <div>freedom to grow</div> <div>90% reduction of management time</div>

Efficient - **50% reduction of capacity requirements.**

Effortless - **90% reduction of management frames**

Futureproof - **Freedom to grow**

Bulletproof - **Tier 1 features in economy size.**

QUESTION 28

HOTSPOT

Match the Converged Storage business value proposition with the feature that supports it.

Return On Individuals	<div>automatic tiering ▼</div> <div>residency service automatic tiering consolidation common tool set</div>
Return On Information	<div>consolidation ▼</div> <div>residency service automatic tiering consolidation common tool set</div>
Return On Infrastructure	<div>residency service ▼</div> <div>residency service automatic tiering consolidation common tool set</div>

- A. Return on individuals: **Residency service**
B. Return on Information: **Automatic Tiering**
C. Return on Infrastructure: **Consolidation**

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

Explanation:

Return On Individuals	automatic tiering ▼ residency service automatic tiering consolidation common tool set
Return On Information	consolidation ▼ residency service automatic tiering consolidation common tool set
Return On Infrastructure	residency service ▼ residency service automatic tiering consolidation common tool set

Return on individuals: **Residency service**

Return on Information: **Automatic Tiering**

Return on Infrastructure: **Consolidation**

QUESTION 29

Which feature of HP StoreOnce helps close the gap between storage demands and budgets by reducing hardware, LAN, and WAN costs'?

- A. Federated Deduplication
- B. Peer Motion
- C. VMware Optimization
- D. Thin Reclamation

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30

Which two features in an HP 3PAR StoreServ Storage solution enable customers to double their virtual machine density? (Select two.)

- A. wide striping

- B. fast copy integration
- C. autonomic tiering
- D. mixed workload support
- E. policy enforcement

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

You and a customer are discussing their increasing need for disk space. They express concern about the gap between their storage requirements and their IT budget.

What is one technology that can address part of that gap?

- A. HP StoreVirtual VM optimization
- B. HP 3PAR StoreServ Peer Motion
- C. HP 3PAR StoreServ Thin Provisioning
- D. HP StoreAll automation

Correct Answer: C

Section: (none)

Explanation

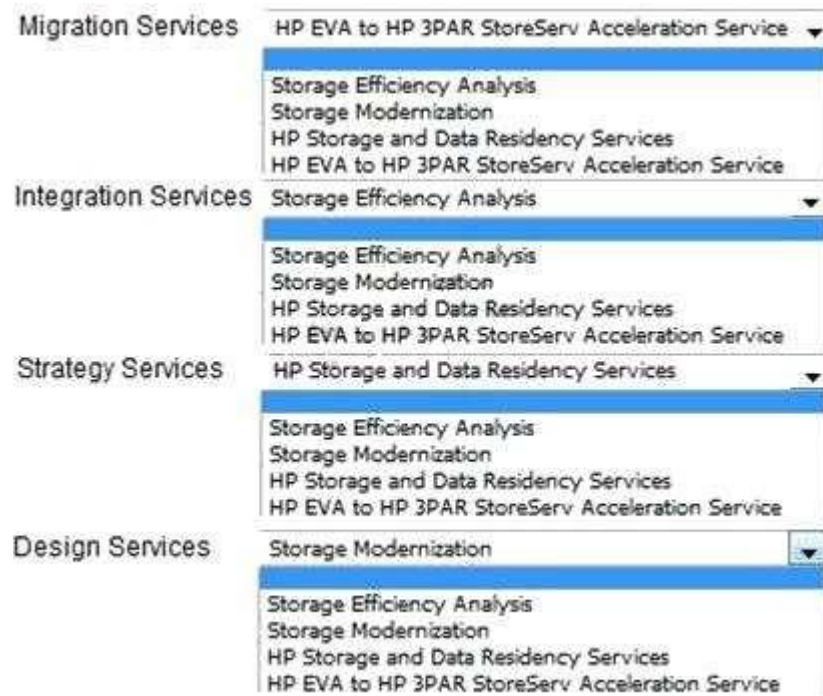
Explanation/Reference:

Explanation: HP thin technologies and thin provisioning allow you to cut storage capacities by 50 percent

QUESTION 32

HOTSPOT

Match the HP 3PAR StoreServ consulting service with the appropriate category.



- A. Migration Services **HP EVA to HP 3PAR StoreServ Acceleration Service**
- B. Integration Services **Storage Modernization**
- C. Strategy Services **HP Storage and Data Residency Services**
- D. Design Services **Storage Efficiency Analysis**

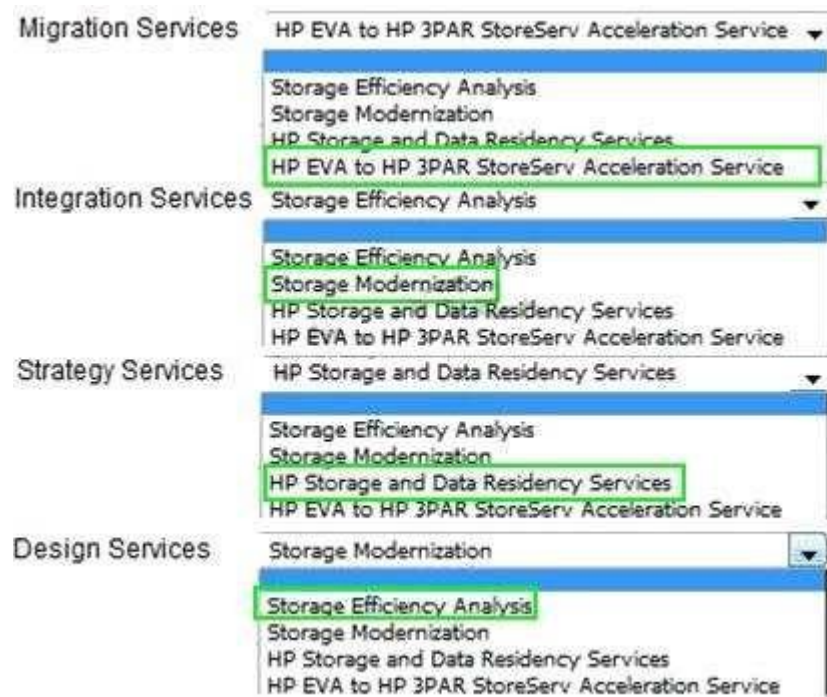
Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

Explanation:



Migration Services **HP EVA to HP 3PAR StoreServ Acceleration Service**
 Integration Services **Storage Modernization**
 Strategy Services **HP Storage and Data Residency Services**
 Design Services **Storage Efficiency Analysis**

QUESTION 33

How are HP 3PAR StoreServ solutions different from competitors' solutions?

- A. HP 3PAR StoreServ solutions are compatible with SSD drive technology.
- B. HP 3PAR StoreServ solutions support data deduplication across all products and platforms,
- C. HP 3PAR StoreServ solutions use the same single architecture and operating system, from entry to enterprise.
- D. By default, HP 3PAR StoreServ solutions feature thin provisioning, which can be disabled if desired.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 34

A customer is facing a growing gap between the demands placed on their storage systems and their IT budget. You are discussing how the automation features of HP 3PAR StoreServ storage can help close this gap for them. Which two features should you highlight to make this point? (Select two.)

- A. Zero-Detect capability
- B. Thin Provisioning
- C. Eager Zero Thick Dynamic Optimization
- D. Adaptive Optimization

Correct Answer: BD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35

An administrator wants to move the drive magazines within an HP 3PAR StoreServ 10000. The administrator is asking for analysis and planning support for this activity. Which StoreServ service should you recommend to support this request?

- A. HP 3PAR StoreServ Health Check Service
- B. HP 3PAR StoreServ 10000 Installation and Startup Service
- C. HP 3PAR StoreServ Storage Assessment Service
- D. HP 3PAR StoreServ Rebalance Service

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

A customer is looking for a cost-effective, off-site backup solution. Which two features of an HP StoreOnce Catalyst solution help meet the customer's requirements? (Select two.)

- A. mixed workload support
- B. cascaded data movement

- C. deduplication to client, network, or target
- D. automatic tiering
- E. autonomic group policy integration

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37

Which two HP 3PAR StoreServ features should you highlight when discussing VMware optimization with a customer? (Select two.)

- A. automated billing options for disk usage
- B. fast provisioning for hundreds of virtual machines deployed in minutes
- C. the Get Virtual Guarantee
- D. replacement of the traditional VMware management tools
- E. full support for Hyper-V and Citrix management tools

Correct Answer: CD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38

A customer is looking for a multi-tenant cloud solution and is considering a NetApp FAS6000 or an HP 3PAR StoreServ 10000. The customers' primary concern is performance. Which two statements demonstrate that the HP 3PAR StoreServ solution offers better performance than the NetApp solution? (Select two.)

- A. There is automatic load balancing across the array.
- B. Flash Cache automatically copies data from hard drives to PCIe Flash Cache cards.
- C. There is separation of data and command traffic.
- D. The Reallocation Scan tool ships standard with the array.
- E. All software runs on the same CPU that handles performance.

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 39

Which HP Converged Storage solution addresses the challenge of effectively scaling out massive volumes of unstructured data?

- A. HP StoreOnce
- B. HP StoreVirtual
- C. HP StoreAll
- D. HP 3PAR StoreServ

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40

A customer has a large social media platform with billions of objects and files. The customer needs to process new data changes and deliver current analyses based on real-time information.

Which HP offerings can meet this customer's requirements?

- A. HP StoreAll with Intelligent Infrastructure Analyzer
- B. HP StoreAll with Express Query
- C. HP StoreEasy with Autonomy Live Vault
- D. HP StoreEasy with File Classification Infrastructure

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 41

What is an important difference Between EMC VNX thin LUNs and thick LUNs that affects performance?

- A. VNX thin LUNs are twice as fast as VNX thick LUNs.

- B. VNX active/active controllers work on thin LUNs but not on thick LUNs.
- C. VNX deduplication works on thin LUNs but not on thick LUNs.
- D. VNX compression works on thin LUNs but not on thick LUNs.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 42

HOTSPOT

Match the benefit of virtualization with the HP 3PAR StoreServ offering that provides it.

improve IT agility	<div>▼</div> <div>Autonomic Groups ▼</div> <div>All-Flash Performance</div> <div>Thin Suite</div> <div>Remote Copy</div> <div>Autonomic Groups</div>
reduce costs	<div>▼</div> <div>Autonomic Groups ▼</div> <div>All-Flash Performance</div> <div>Thin Suite</div> <div>Remote Copy</div> <div>Autonomic Groups</div>
reduce business risk	<div>▼</div> <div>Autonomic Groups ▼</div> <div>All-Flash Performance</div> <div>Thin Suite</div> <div>Remote Copy</div> <div>Autonomic Groups</div>

- A. Improve IT agility: **All Flash Performance**
- B. Reduce Cost: **Thin Suite**
- C. Reduce Business Risk: **Remote Copy**

Correct Answer: ABC

Section: (none)

Explanation

Explanation/Reference:

Explanation:

improve IT agility	<div><div>Autonomic Groups</div><div>All-Flash Performance</div><div>Thin Suite</div><div>Remote Copy</div><div>Autonomic Groups</div></div>
reduce costs	<div><div>Autonomic Groups</div><div>All-Flash Performance</div><div>Thin Suite</div><div>Remote Copy</div><div>Autonomic Groups</div></div>
reduce business risk	<div><div>Autonomic Groups</div><div>All-Flash Performance</div><div>Thin Suite</div><div>Remote Copy</div><div>Autonomic Groups</div></div>

Improve IT agility: **All Flash Performance**

Reduce Cost: **Thin Suite**

Reduce Business Risk: **Remote Copy**

QUESTION 43

HOTSPOT

Match the HP storage technology with its function.

Adaptive Optimization	reclaims capacity without administrator intervention
	<ul style="list-style-type: none"> moves data between storage devices automatically rebalances data over time reclaims capacity without administrator intervention places most accessed data in highest performing tier in real-time
Dynamic Optimization	moves data between storage devices
	<ul style="list-style-type: none"> moves data between storage devices automatically rebalances data over time reclaims capacity without administrator intervention places most accessed data in highest performing tier in real-time
Peer Motion	places most accessed data in highest performing tier in real-time
	<ul style="list-style-type: none"> moves data between storage devices automatically rebalances data over time reclaims capacity without administrator intervention places most accessed data in highest performing tier in real-time
VMware Optimization	automatically rebalances data over time
	<ul style="list-style-type: none"> moves data between storage devices automatically rebalances data over time reclaims capacity without administrator intervention places most accessed data in highest performing tier in real-time

- A. Adaptive Optimization: **Places most accessed data in highest performing tier in real time**
 B. Dynamic Optimization: **Automatically rebalances data over time**
 C. Peer Motion: **Moves data between Storage devices**
 D. VMware Optimization: **Reclaim capacity without administrator intervention**

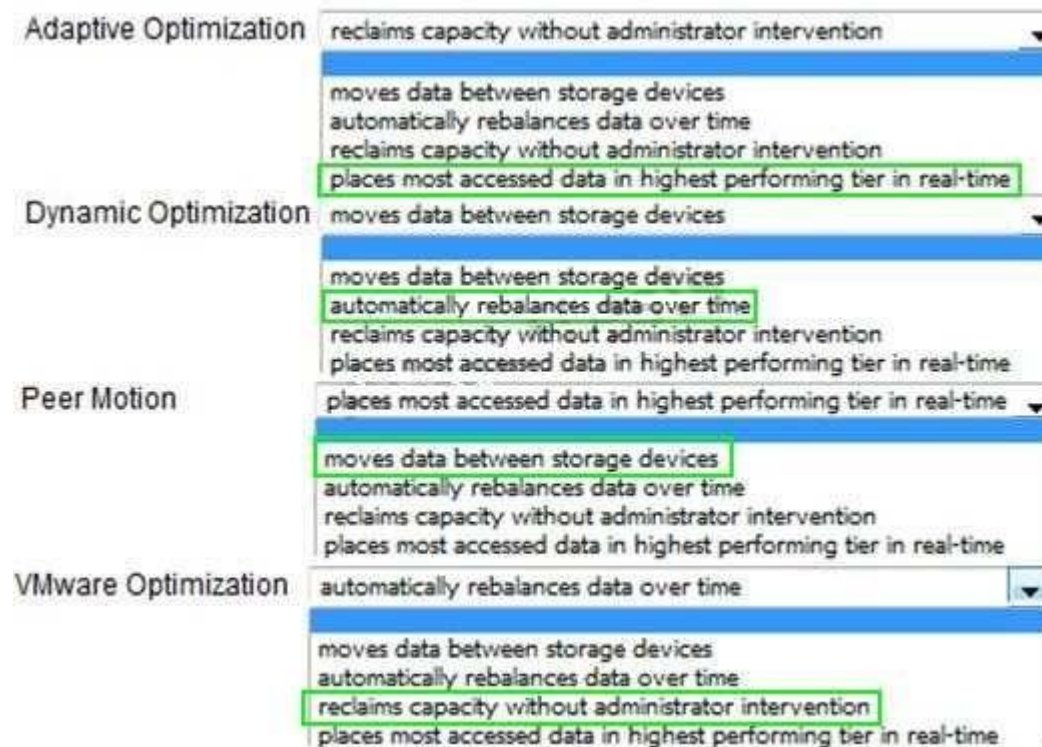
Correct Answer: ABCD

Section: (none)

Explanation

Explanation/Reference:

Explanation:



Adaptive Optimization: **Places most accessed data in highest performing tier in real time**

Dynamic Optimization: **Automatically rebalances data over time**

Peer Motion: **Moves data between Storage devices**

VMware Optimization: **Reclaim capacity without administrator intervention.**

QUESTION 44

A customer needs to integrate an HP 3PAR StoreServ 7450 into their existing environment. They want to redistribute data as a tiered storage strategy. Which two StoreServ services support these requirements? (Select two.)

- A. HP Storage Efficiency Analysis Service
- B. HP 3PAR StoreServ Storage Installation and Startup Service
- C. HP 3PAR StoreServ Rebalance Service
- D. HP 3PAR StoreServ Storage Assessment Service
- E. HP Storage Data Migration Service

Correct Answer: AB

Section: (none)

Explanation

Explanation/Reference:

QUESTION 45

A customer has asked you to compare HP StoreOnce with competitors' solutions. Which two features should you emphasize as exclusive to an HP StoreOnce solution? (Select two.)

- A. Automatic Failover
- B. Autonomic Restart
- C. Adaptive Optimization
- D. Deduplication
- E. Dynamic Optimization

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

You are having a discussion with a potential customer about the benefits of an HP StoreOnce Backup appliance compared with a backup system from EMC. The customer believes that the StoreOnce B6200 backup system has not been well received in the enterprise marketplace, and is therefore considering purchasing the EMC solution. What should you tell the customer to counter this misconception?

- A. HP StoreOnce B6200 sales grew more than 90% in Q1FY13 and now comprise more than half of all HP StoreOnce business sales.
- B. HP StoreOnce B6200 backup systems outsell EMC backup solutions 2:1.
- C. For large enterprises, the HP StoreOnce B6200 backup system scales from 10 TB to 60 TB raw (36 TB usable).
- D. HP StoreOnce B6200 backup systems are designed for the enterprise marketplace: EMC backup solutions are designed for small, remote sites.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 47

What are two benefits of selling Strategy Services from the Consulting Services for HP StoreOnce portfolio? (Select two.)

- A. provides commercial justification to position and sell HP products and services
- B. provides a snapshot of the customer's current backup environment
- C. provides the initial discovery, reference architecture, and RFP content
- D. provides a light discovery and extensive analysis of the environment
- E. provides a detailed orientation session to ensure customer management capability

Correct Answer: CE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48

A customer has asked you how the unified architecture of an HP StoreOnce solution can help them reduce operating costs. Which three benefits should you emphasize in a discussion with this customer? (Select three.)

- A. single pane of glass for management
- B. common set of data services
- C. common multi-tier architecture
- D. single backup software across platforms
- E. common user interface
- F. common set of array administrator commands

Correct Answer: ACD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 49

A customer must be able to support mission-critical SLAs in their HP 3PAR StoreServ environment or they will incur significant financial penalties. What should the customer do to avoid the penalties?

- A. Create a Big Data Storage Solution Design to mitigate the risk of downtime.
- B. Develop a remediation strategy by using the Storage Impact Analysis Service.

- C. Implement Storage Residency Services to keep the environment stable.
- D. Implement Critical Service support to maximize uptime.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50

A customer is gathering information on HP StoreOnce and Symantec NetBackup appliances. Which statement can be used to position HP StoreOnce to the customer?

- A. It can scale to a maximum of 5 PB of data.
- B. It provides greater performance by spreading deduplication between domains.
- C. It can automatically detect failed hardware and failover between nodes.
- D. It provides inter-node multi-pathing to maximize data redundancy.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference: