IT 认证电子书

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Exam : **HP2-K32**

Title : Selling HP SMB Storage Exam

Version : DEMO

1.Which requirements would prevent you from offering the HP 3PAR StoreServ product to a customer?

A.The customer needs to have thin provisioning.

B.The customer has a VMware vSphere environment.

C.The customer has a need for BC/DR capability.

D.The customer specifically requires VMware vMSC cluster support.

Answer: C

2.Your midmarket customer wants to develop a private cloud solution.Which HP Storage product will be best suited to that requirement?

A.HP StoreVirtual VSA

B.HP StoreVirtual 4500

C.HP 3PARStoreServ7000

D.HP StoreOnce

Answer: C

3.What is the major difference between block based and file based data?

A.File based data is typically unstructured.

B.File based data is typically found in a database.

C.Block based data is typically stored on a network-attached appliance.

D.Block based data is typically generated by rich media applications.

Answer: A

Reference:http://www.novell.com/products/file-reporter/features/accurate_assessment.html(first sentence)

4.HP StoreEasy is Efficient and Highly Available and provides many other features.Which additional feature is regarded as key for your customers?

A.Easy Integration

B.Simple Management

C.Security

D.Cost Effective Performance

Answer: C

Reference:http://h18004.www1.hp.com/products/quickspecs/14434_na/14434_na.pdf(page 1, overview)

5.How does utilizing HP StoreOnce for backup enable the use of low bandwidth links?

A.only the files that have changed need to be transferred

B.only the data blocks that have changed are transferred

C.backups do not need to be performed so frequently

D.backups are performed during non-business hours

Answer: B

Reference:http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html(See lower the cost of disaster recovery and remote office data protection)

6.How does using HP StoreOnce backup improve data protection reliability?

A.by eliminating manual processes

B.by using multiple disk drives as a store

C.by performing backups during non-business hours

D.by increasing the speed of the data transfer

Answer: B

Reference:http://h18004.www1.hp.com/products/quickspecs/14450_na/14450_na.html

7.How does Exchange 2010/2013 enable the use of virtualized environments?

A.It allows comprehensive e-discovery against all emails stored in the Exchange archives.

B.It provides automated deduplication to reduce the size of stored files.

C.It enables IT to reuse unallocated disk space and host all mailboxes on local servers.

D.It places less demands on storage, thus enabling the use of SAN storage architectures.

Answer: A

8.Your SMB customer has spare server capacity and wants to implement shared storage for a virtual environment.Which product would you recommend?

A.HP MSA 2000

B.HP StoreVirtual 4000

C.HP StoreVirtual VSA

D.HP 3PARStoreServ7000

Answer: C

Reference:http://webcache.googleusercontent.com/search?q=cache:amvNAYrXsDIJ:www8.hp.co m/us/en/products/data-storage/data-storage-

products.html%3FcompURI%3D1225885+&cd=1&hl=en&ct=clnk#.UStBjOsd6RI(See HP StoreVirtual VSA, first bullet)

9.How does HP StoreOnce backup reduce the complexities of restores?

A.Tapes are barcode labeled for easy identification.

B.It allows you to keep more copies of your backup data locally so that you do not have to retrieve data from other locations.

C.All backups are clearly named by date and administrator name.

D.Each HP StoreOnce system easily and conveniently stores its backup on its own allocated disk infrastructure.

Answer: D

Reference:http://bizsupport2.austin.hp.com/bc/docs/support/SupportManual/c03121413/c0312141 3.pdf(page 6, bullet#10)

10.Your customer needs a software backup application for data in a number of remote offices.Which HP product provides this capability in the most cost-effective manner?

A.HP Data Protector

B.HP StoreOnce 2000

C.HP StoreOnce 4000

D.HP StoreOnce 6200

Answer: A

Reference:http://h18000.www1.hp.com/products/quickspecs/14153_div/14153_div.HTML(see models)