KillTest

質量更高　服務更好



練習題

https://www.killtest.net

一年免費更新服務

Exam : **HP2-K41**

Title : Selling HP Enterprise Storage Solutions and Services

Version : DEMO

1.HP 3PAR StoreServ storage has near-instant storage provisioning through automated self-configuring and provisioning. What value does this offer a business?
A. it ensures business continuity and availability compliance
B. it enables IT management to downsize and increase CAPEX
C. it removes a storage bottleneck, enabling backup processes to perform faster and save time
D. it reduces management time, freeing IT resources, and reduces associated risks and costs
Answer: D
Explanation: (http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6479ENW.pdf)

2.Before a discussion with an Enterprise customer about an HP StoreEver Library, what would you review prior to the meeting?
A. HP Storage Competitive Analysis
B. HP StoreOnce in HP Product Bulletin
C. HP Sales Builder for Windows
D. HP Backup Modernization Sales Play
Answer: A

3.With whom would you discuss the value of incorporating HP Converged Storage solutions to standardize, simplify, and easily transform current and future acquisitions into infrastructure?
A. COO
B. Line of Business Executive
C. CIO
D. IT Manager
Answer: C
Explanation: (http://h30507.www3.hp.com/t5/Enterprise-Services-Blog/Game-changers-CIOs-on-digital-transformation/ba-p/183402#.VbuoIfOqqkp)

4.A customer is experiencing wasted time, productivity delays, and failed SLAs, which is limiting their business transactions. What must a storage solution for this customer entail?
A. It must enable high utilization and low operational overhead.
B. It must allow data to stay online and available during any failures.
C. It must be predictable and scalable, with no bottlenecks.
D. It must be highly efficient, using thin technologies.
Answer: A
Explanation: (http://h18006.www1.hp.com/storage/pdfs/hpstoreonce.pdf)

5.Which area related to the business' goals should you focus on when meeting with an IT Manager?
A. product technical specifications
B. value and benefits
C. competitive analysis
D. product speeds and feeds
Answer: B
Explanation: (http://www8.hp.com/h20195/V2/GetPDF.aspx/4AA5-2962ENW.pdf)