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Exam : **HP2-K32**

Title : **Selling HP SMB Storage
Exam**

Vendors : **HP**

Version : **DEMO**

NO.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

NO.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

NO.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

NO.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

NO.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

NO.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: A

NO.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: D

NO.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