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**Exam** : **HP2-K38**

**Title** : Selling HP Enterprise Storage Solutions and Services

**Version** : Demo

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.
**Answer:** B,C

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.
**Answer:** B

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 drawDacks in performance.
**Answer:** C,D

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. | |
| A customer wants to architect a virtualization strategy. | |
| 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 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.

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**Answer:**

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

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HP Storage Impact Analysis Service
HP 3PAR StoreServ Health Check Service
HP 3PAR StoreServ VMware Integration Service
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**Explanation:**
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 Imapct Analysis Service

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.
**Answer:** A

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.
**Answer:** B

7.A customer wants to scale billions of files and objects in a single namespace with centralized management.
Which HP solution meets the customers requirements?
A. HP StoreVirtual
B. HP StoreAll
C. HP 3PAR StoreServ
D. HP StoreOnce
**Answer:** B

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
**Answer:** B,C,D

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

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.
**Answer:** A
**Explanation:**

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