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QUESTION 1

If your customer needs to improve connectivity and bandwidth allocation online, which HP technology would you recommend?

- A. HP Virtual Request Pools
- B. HP Matrix Operating Environment
- C. HP Data Center Smart Grid
- D. HP FlexFabric Network

Correct Answer: D

<http://www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-4072ENW.pdf?ver=1.0>

QUESTION 2

You are considering whether HP MSA 2040 Storage meets a customer's needs. What are the benefits and consideration of this solution?

- A. It is a good mid-sized storage array, but requires a blade infrastructure.
- B. It is easy to implement and manage, but does not scale as well as other HP solutions.
- C. It provides a tier 1 storage solution, but the company might eventually outgrow it.
- D. It is very affordable, but its performance depends on the hardware of the server on which it is installed.

Correct Answer: B

HP MSA 2040 (Study guide p.41) Very affordable entry level Storage Area Network Flexible support for interfaces (FC/iSCSI/SAS) Lower scale capacity than other HP solutions Easy to implement and manage

QUESTION 3

You are identifying a customer's business needs and IT requirements. Which questions will help you segment the customer horizontally? (Select two.)

- A. Is the business part of the private or public sector?
- B. Does the company require a virtualized data center?
- C. Does IT play a vital role in the business?
- D. Where is the company in its technology refresh cycle?
- E. What is the company's specific industry sector?

Correct Answer: AD

QUESTION 4

Which customer value does the HP commitment to OpenSource Linux provide?

- A. It provides for free escalation support on all major distributions of Linux running on HP hardware.
- B. It provides an HP distribution of Linux that is less expensive than distributions from competitors.
- C. It provides direct insight into the servers power use, resulting in lower power and cooling costs.
- D. It prevents customers from being locked into a small range of solutions, and also lowers their costs.

Correct Answer: D

QUESTION 5

A medium-sized research company is considering an HP StoreOnce solution. Which feature distinguishes this HP solution from the competition?

- A. Virtualization that extends even to entry level storage solutions
- B. A thick provisioned memory cluster that protects customers\' data
- C. Support for direct connectivity to servers with Converged Network Adapters (CNAs)
- D. deduplicate data on application servers or backup servers before it is transferred to a centralized HP StoreOnce Backup system

Correct Answer: D

Reference: [http://www8.hp.com/us/en/hp-news/press-release.html? th id=1247991#.Up4SUGQmmZ0](http://www8.hp.com/us/en/hp-news/press-release.html?th id=1247991#.Up4SUGQmmZ0) (HP storeonce: redefining data deduplication, 4 para)

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