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QUESTION 1 What are HP differentiators when proposing storage for an HP Microsoft SQL solution? (Select two.) A. lowest purchase price B. best path to the future C. best resolution rate of all vendors D. best total cost of ownership E. highest purchase price Answer: B D Explanation:

<http://h17007.www1.hp.com/in/en/converged-infrastructure/converged-systems/microsoft-sql.aspx#.VZSZQxuqqko> QUESTION 2

Your company sells HP Technology Services with HP solutions. Which advantage would the ServiceOne Program offer your company? A. It allows you to sell HP Technology Services to your customers at a discounted rate. B. It establishes your company as an authorized HP Support Center that can provide services to any organization in your area. C. It waives the certification requirements necessary to sell HP services. D. It expands your relationship with your customers by allowing you to deliver the HP services that you sell. Answer: B Explanation:

<http://www.pkatech.com/files/3-HP-ServicesOne-The-Benefits-of-Choosing-an-Expert-Partner.pdf> QUESTION 3 Which tool can be used to quickly compare HP storage solutions based on filters for storage needs? A. HP Storage Sizer B. HP Sales Builder for Windows C. HP Storage Product Selector D. HP Product Bulletin Answer: C Explanation:

<http://www8.hp.com/in/en/products/data-storage/storage-products.html> QUESTION 4 Which software product is used to periodically migrate data from HP StoreOnce to HP StoreEver to reduce risk and lower storage costs? A. HP Management Console B. HP StoreOnce Recovery Manager Central C. HP OneView D. HP Data Protector Answer: D Explanation:

<http://h30507.www3.hp.com/t5/Around-the-Storage-Block-Blog/Still-better-together-HP-StoreOnce-Disk-and-HP-StoreEver-Tape/b-a-p/168560#.VZauGxuqqkp> QUESTION 5 A customer tells you that the warranty will provide sufficient services for their company. Which customer requirement cannot be met through a warranty? A. escalation management B. replacement of defective parts C. coverage window from 8 a.m. to 5 p.m. D. new parts that use the default configuration Answer: A Explanation:

<http://www.data3.com/wp-content/uploads/2014/07/Proactive-Care-versus-Foundation-care.pdf> QUESTION 6 What are results of the continuing changes in email use and content? (Select two.) A. decreased storage capacity requirements B. decreased email management costs C. increased need for 24x7 access D. increased client mailbox size E. capping of email message size Answer: C D Explanation:

<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA5-0765ENW.pdf?ver=1.0>
<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-5973ENW.pdf> QUESTION 7 How does hyper-converged storage enable customers to accelerate time to deploy from months to days? A. It uses a fully-integrated computing, networking, and storage solution. B. It combines a customer-defined hypervisor with an industry-standard server. C. It is open and uses multiple silos to enable rapid deployment. D. It enables the use of competitor storage and existing servers. Answer: A Explanation:

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-7523ENW.pdf?ver=1.0>

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