



Vendor: HP

Exam Code: HP5-K01D

Exam Name: Delta - Selling HP SMB Storage Exam

Version: DEMO

QUESTION 1

On which type of architecture are SMB customers typically seeking to deploy their Exchange environments?

- A. One that reduces native managed archive solutions and the proliferation of unmanaged.pstfiles
- B. One that mesh-active 8 controller node design to handle diverse and unpredictable workloads typical of multi-tenant cloud environments
- C. One that provides a low entry option yet provides initial capacity to control spikes in business operation
- D. One that enables the customer to start small and grow the number and size of mailboxes affordably, non-disruptively, and all within the same infrastructure

Answer: D

QUESTION 2

What is one key reason customers should archive data?

- A. Backup recovery for exchange messaging systems.
- B. Historical interest for information optimization and analytics
- C. Business continuity for mission-critical applications
- D. Government, business and international regulations

Answer: D

QUESTION 3

Customers often experience an impact on their storage requirements during technology refresh or consolidation. What service can you offer to guide these customers?

- A. HP Storage Impact Analysis (SIA)
- B. HP Storage Cloud Design (SCD)
- C. HP Storage Efficiency Analysis (SEA)
- D. HP Storage Synchronization Service (SSS)

Answer: A

QUESTION 4

HP Storage must deliver five attributes for virtualization. Four of these are Simple Management, Integration, Efficiency, and Availability. What is the fifth?

- A. HP Branding
- B. Low Cost of Purchase
- C. Market Strength
- D. Performance

Answer: D

QUESTION 5

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: D

QUESTION 6

By when is it estimated that 80% of all workloads will be virtualized?

- A. 2013
- B. 2015
- C. 2017
- D. 2019

Answer: B

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