

Vendor: HP

Exam Code: HP2-K41

Exam Name: Selling HP Storage Solutions and Services

Version: DEMO

QUESTION 1
Which HP resources should you use in order to show which products to cross sell and attach, so that you can grow your deals?

A. HP play card and customer presentations
B. HP case studies and customer presentations
C. HP play card and HP Storage product reference guide
D. HP play card and case studies

Answer: D

QUESTION 2
What is the benefit to the customer when buying HP StoreFabric products from HP as opposed to directly from the vendor or a competitor?

A. lower CAPEX expenditure
B. improved performance specification
C. HP Ecosystem testing and certification
D. HP support for FICON

Answer: D

QUESTION 3
You are positioning HP 3PAR StoreServ Storage solutions for a Microsoft Exchange and SharePoint sale. Which solutions do you select in order to grow your deal size with a higher performing backup solution?

A. HP StoreFabric Networking and HP StoreAII
B. HP StoreFabric Networking and HP StoreOnce
C. HP StoreFabric Networking and HP StoreVirtual
D. HP StoreFabric Networking and HP StoreEasy

Answer: A

QUESTION 4
HP 3PAR StoreServ storage has near-instant storage provisioning through automated self-configuring and provisioning. What value does this offer a business?

A. it ensures business continuity and availability compliance
B. it enables IT management to downsize and increase CAPEX
C. it removes a storage bottleneck, enabling backup processes to perform faster and save time
D. it reduces management time, freeing IT resources, and reduces associated risks and costs

Answer: A

QUESTION 5
Which HP resources would you use to quickly see HP competitive differentiation information?

A. HP Storage Product Reference Guide and case study

B. HP Storage Product Selector and sales play
C. HP Storage Product Reference Guide and play card
D. HP Storage Product Reference Guide and whiteboard

Answer: B

QUESTION 6
A customer wants to implement cloud solutions but is concerned about the risks. Which HP Technology Service would you recommend to help the customers begin to implement cloud and scale at its own pace?

A. Flexible Capacity for Channel
B. Proactive Care
C. Foundation Care
D. Proactive Care Advanced

Answer: B

QUESTION 7
Other than identifying the customer's business goals, what else must you identify during an initial customer meeting?

A. metrics
B. notes
C. benchmarks
D. reports

Answer: B

QUESTION 8
HP StoreOnce Backup uses deduplication to redefine backup and recovery with faster recovery than competing systems. For recovery, how much faster is HP StoreOnce Backup than competing systems?

A. 2 times
B. 3 times
C. 4 times
D. 5 times

Answer: B

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