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QUESTION & ANSWER

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**Exam** : **HP2-K37**

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

**Version** : DEMO

1.As a result of continued business growth, a small-business customer is becoming more reliant on their email system. They have asked you for a recommendation regarding a storage system they can use to store their Microsoft Exchange Server files.
Which additional technologies should you discuss with this customer?
A. Fibre Channel and iSCSI
B. data protection, backup, and recovery
C. multi-tiered storage, fabric directors, and federated deduplication
D. storage replication to a remote site and redundancy
**Answer:** B

2.A customer is planning to deploy Microsoft Exchange Server 2013 with 5,000 mailboxes. They need a storage solution that is capable of a large amount of growth, and that supports unpredictable workloads and backup integration of the servers running Exchange Server 2013.
Which storage solution should the customer deploy?
A. HP3PARStoreServ
B. HP StoreOnce
C. HP StoreVirtual
D. HP StoreEasy
**Answer:** A

3.How can HP ServiceOne Partners work with HP to enhance the value that is delivered to customers?
A. by collaborating with more independent software vendors than the competition for broad, holistic support
B. by combining proven expertise with a worldwide channel partner network to maximize ROI by stocking millions of components at locations worldwide for immediate delivery
C. by offering migrations of network management solutions to proven, stable software environments
**Answer:** C

4.A mid-sized customer wants to expand their existing, virtualized server environment by using their internal and direct-attached disks for shared storage purposes.
Which HP storage product should this customer consider?
A. HPStoreEasyl000
B. HP 3PAR StoreServ
C. HP StoreOnce Virtual Storage Appliance
D. HP StoreVirtual Virtual Storage Appliance
**Answer:** D

5.A customer with a reduced budget needs to minimize the network utilization costs and administration time required to move data between headquarters and branch offices.
Which feature of HP storage would help this customer keep frequently used content local?
A. Snapshots
B. Hosted BranchCache
C. Volume Shadow Copy Service
D. Remote Replication

**Answer:** B