

# PASSTCERT

QUESTION & ANSWER

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**Exam : HP2-K41**

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

**Version : DEMO**

1. 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: D**

Explanation: (<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6479ENW.pdf>)

2. Before a discussion with an Enterprise customer about an HP StoreEver Library, what would you review prior to the meeting?

- A. HP Storage Competitive Analysis
- B. HP StoreOnce in HP Product Bulletin
- C. HP Sales Builder for Windows
- D. HP Backup Modernization Sales Play

**Answer: A**

3. With whom would you discuss the value of incorporating HP Converged Storage solutions to standardize, simplify, and easily transform current and future acquisitions into infrastructure?

- A. COO
- B. Line of Business Executive
- C. CIO
- D. IT Manager

**Answer: C**

Explanation: (<http://h30507.www3.hp.com/t5/Enterprise-Services-Blog/Game-changers-CIOs-on-digital-transformation/ba-p/183402#.VbuolfOqqkp>)

4. A customer is experiencing wasted time, productivity delays, and failed SLAs, which is limiting their business transactions. What must a storage solution for this customer entail?

- A. It must enable high utilization and low operational overhead.
- B. It must allow data to stay online and available during any failures.
- C. It must be predictable and scalable, with no bottlenecks.
- D. It must be highly efficient, using thin technologies.

**Answer: A**

Explanation: (<http://h18006.www1.hp.com/storage/pdfs/hpstoreonce.pdf>)

5. Which area related to the business' goals should you focus on when meeting with an IT Manager?

- A. product technical specifications
- B. value and benefits
- C. competitive analysis
- D. product speeds and feeds

**Answer: B**

Explanation: (<http://www8.hp.com/h20195/V2/GetPDF.aspx/4AA5-2962ENW.pdf>)