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IT exam study guide / simulations

Exam : **HP5-K01D**

Title : **Delta - Selling HP SMB
Storage**

Vendors : **HP**

Version : **DEMO**

NO.1 Why is selling HP StoreEasy such a big opportunity?

- A. NAS storage gives customers data encryption
- B. HP needs to compete with NetApp and EMC
- C. File Storage is the fastest growing storage market
- D. NAS storage is only used in the SMB market

Answer: D

NO.2 Which security feature does NOT apply to the HP StoreEasy product family?

- A. Centrally managed policies protecting data based on business value
- B. Antivirus software running on additional hardware servers
- C. BitLocker Drive Encryption protecting data on removable media
- D. File system encryption protecting data at rest

Answer: B

NO.3 What is the biggest risk of performing tape backup at branch offices?

- A. There may be restrictions on the backup window
- B. The task is left to non-IT staff
- C. The software may fail
- D. The tape device may be unreliable

Answer: B

NO.4 How does source side data deduplication deliver benefits to the customer?

- A. The central data center cannot perform data deduplication
- B. There will be less data to copy to the store at the main data center
- C. The main data center cannot identify new data
- D. The main data center does not have available time to perform the deduplication

Answer: B

NO.5 Which components in their environments would a customer new to virtualization need to change to successfully implement a virtualized solution?

- A. 2 tier network implementation
- B. Monolithic or legacy storage
- C. Last generation servers
- D. VMware licensing

Answer: D

NO.6 Which HP storage product is designed for flexible file and application storage and can scale from hundreds to thousands of users?

- A. HP 3PAR StoreServ
- B. HP StoreAll
- C. HP StoreEasy
- D. HP MSA

Answer: C

NO.7 Which statement describes one of the key business benefits of Exchange?

- A. This version of Exchange enables administrator controlled replication of data, which can minimize disruptions dramatically and spare organizations from data loss
- B. It allows user to share screens and reduces the need for costly internal face-to-face meetings
- C. Exchange mailbox size can be very much larger, which substantially reduces the need for costly IT admin time to manage mailbox sizes
- D. Exchange eliminates all help desk costs by enabling users to perform all tasks that would normally require a help desk call

Answer: C

NO.8 Why do customers new to virtualization need to have a SAN?

- A. It simplifies their storage management
- B. It reflects that their business has grown from a small to a medium business
- C. All their competitors have bought one
- D. It provides them with support for DR/HA features

Answer: A

NO.9 HP StoreEasy products are integrated with what optimization technique that improves performance for data transferred by Wide Area Network to Branch Offices?

- A. BranchServ
- B. BranchFile
- C. BranchWorks
- D. BranchCache

Answer: D

NO.10 What is the key difference to communicate when positioning an HP StoreVirtual VSA system against an HP StoreVirtual 4000?

- A. The HP StoreVirtual VSA is a software product that utilizes an existing x86 platform for use in remote office and branch office locations
- B. The HP StoreVirtual VSA offers Business Critical and Disaster Recovery capability
- C. The HP StoreVirtual VSA has full integration with VMware vSphere software
- D. The HP StoreVirtual 4000 uses the iSCSI protocol

Answer: A