



**Vendor:** HP

**Exam Code:** HP2-K40

**Exam Name:** Selling HP Storage Solutions and Services

**Version:** DEMO

#### QUESTION 1

What are HP differentiators when proposing storage for an HP Microsoft SQL solution? (Select two.)

- A. lowest purchase price
- B. best path to the future
- C. best resolution rate of all vendors
- D. best total cost of ownership
- E. highest purchase price

**Answer:** BD

**Explanation:**

<http://h17007.www1.hp.com/in/en/converged-infrastructure/converged-systems/microsoft-sql.aspx#.VZSZQuqqko>

#### QUESTION 2

Your company sells HP Technology Services with HP solutions.  
Which advantage would the ServiceOne Program offer your company?

- A. It allows you to sell HP Technology Services to your customers at a discounted rate.
- B. It establishes your company as an authorized HP Support Center that can provide services to any organization in your area.
- C. It waives the certification requirements necessary to sell HP services.
- D. It expands your relationship with your customers by allowing you to deliver the HP services that you sell.

**Answer:** B

**Explanation:**

<http://www.pkatech.com/files/3-HP-ServicesOne-The-Benefits-of-Choosing-an-Expert-Partner.pdf>  
based on this link

#### QUESTION 3

Which tool can be used to quickly compare HP storage solutions based on filters for storage needs?

- A. HP Storage Sizer
- B. HP Sales Builder for Windows
- C. HP Storage Product Selector
- D. HP Product Bulletin

**Answer:** C

**Explanation:**

<http://www8.hp.com/in/en/products/data-storage/storage-products.html>

#### QUESTION 4

Which software product is used to periodically migrate data from HP StoreOnce to HP StoreEver to reduce risk and lower storage costs?

- A. HP Management Console
- B. HP StoreOnce Recovery Manager Central

- C. HP OneView
- D. HP Data Protector

**Answer: D**

**Explanation:**

<http://h30507.www3.hp.com/t5/Around-the-Storage-Block-Blog/Still-better-together-HP-StoreOnce-Disk-and-HP-StoreEver-Tape/ba-p/168560#.VZauGxuqqkp>

#### QUESTION 5

A customer tells you that the warranty will provide sufficient services for their company. Which customer requirement cannot be met through a warranty?

- A. escalation management
- B. replacement of defective parts
- C. coverage window from 8 a.m. to 5 p.m.
- D. new parts that use the default configuration

**Answer: A**

**Explanation:**

<http://www.data3.com/wp-content/uploads/2014/07/Proactive-Care-versus- Foundation-care.pdf>

#### QUESTION 6

What are results of the continuing changes in email use and content? (Select two)

- A. decreased storage capacity requirements
- B. decreased email management costs
- C. increased need for 24x7 access
- D. increased client mailbox size
- E. capping of email message size

**Answer: CD**

**Explanation:**

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-0765ENW.pdf?ver=1.0> and  
<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-5973ENW.pdf>

#### QUESTION 7

How does hyper-converged storage enable customers to accelerate time to deploy from months to days?

- A. It uses a fully-integrated computing, networking, and storage solution.
- B. It combines a customer-defined hypervisor with an industry-standard server.
- C. It is open and uses multiple silos to enable rapid deployment.
- D. It enables the use of competitor storage and existing servers.

**Answer: A**

**Explanation:**

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-7523ENW.pdf?ver=1.0>

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