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**Exam** : **HP2-K40**

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

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 An SMB customer wants to deploy Hyper-V and SQL workloads over a server message block (SMB) fileshare.

What is the recommended solution?

- A. HP StoreOnce VSA
- B. HP StoreEasy
- C. HP enclosures
- D. HP MSA 1040/2040

**Answer:** B

NO.2 A customer who uses web email has a home-grown database server, stores files on desktops, and avoids backups. The customer is running out of storage capacity on the server and is looking for a new option. What is an appropriate storage product to recommend?

- A. HP StoreEver LTO-6
- B. HP MSA 1040/2040
- C. HP D2000/3000
- D. HP 3PAR StoreServe 7200

**Answer:** A

NO.3 Which product is a backup, recovery, and archive (BURA) solution?

- A. HP StoreEver
- B. HP 3PAR StoreServ
- C. HP StoreVirtual VSA
- D. HP StoreEasy

**Answer:** C

NO.4 What does the HP MSA Remote Copy functionality provide?

- A. a real time copy of a volume in the same array
- B. a real time copy of the volume in another location
- C. a snapshot of the volume in another location
- D. a snapshot of the volume in the same array

**Answer:** B

NO.5 You are in a discussion with a customer who has previously met with a storage competitor and was provided with a certain amount of fear, uncertainty, and doubt (FUD). The customer is uncertain how to proceed. How should you respond?

- A. Request proof of any FUD statements.
- B. Inform the customer that it is not HP practice to use FUD to critique other vendors' technology.
- C. Ask about their concerns arising from FUD and address the specifics.
- D. Propose HP's strength and do not respond to any FUD.

**Answer:** B

NO.6 A customer is considering either HP Proactive Care or HP Proactive Care Advanced services for their solution. Which benefit does Proactive Care Advanced offer that Proactive Care does not?

- A. a dedicated account support manager (ASM) and 24x7 monitoring
- B. hardware support and 24x7 coverage window
- C. software documentation updates and access to technical resources
- D. health scans and collaboration with third-party vendors

**Answer:** B