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Exam : **HP2-K37**

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

Vendor : **HP**

Version : **DEMO**

NO.1 A Microsoft SQL Server customer is anticipating application growth, including growth in the volume of online transactions and data queries.

Which consideration is important in helping this customer plan their storage needs?

- A. The operating system platform of the applications determines the data transmission technology of the storage solution.
- B. How fast a database infrastructure grows determines the scalability requirement of the storage solution.
- C. Network requirements for low latency and high throughput determine how storage traffic is managed.
- D. Security requirements determine the limitations on visibility of storage to the applications.

Answer: B

NO.2 A mid-sized customer wants resiliency and reduced risk in a disaster recovery solution.

What value does an HP StoreOnce 4000 system offer this customer? (Select two.)

- A. Autonomic restart ensures enterprise-wide protection with no single point of failure,
- B. Predictive acceleration and rapid restore enable recovery without negatively affecting applications
- .
- C. Advanced information archiving facilitates rapid response to discovery requests.
- D. A duplicate copy of backup data is encrypted and transmitted to a central repository by using SSL
- E. Built-in cloud storage system offers highly scalable and reliable remote backups.

Answer: A,E

NO.3 A mid-sized customer who uses Microsoft SQL Server wants a low-cost shared FC SAN solution.

The customer wants to be able to replicate data to their remote site for disaster recovery. They also need to be able to mix and match performance and capacity drives in the same solution.

Which HP storage solution should you recommend for this customer?

- A. HP MSA 2000
- B. HP StoreVirtual 4000
- C. HP D2700 Disk Enclosure
- D. HP D6000 Disk Enclosure

Answer: A

Reference: <http://www8.hp.com/us/en/products/disk-storage/product-detail.html?oid=4118559>

NO.4 A customer plans to virtualize Microsoft SQL Server in their data center.

Which consideration is important in helping this customer plan their storage needs?

- A. VMware SRM and VAAI and Microsoft Hyper-V Live Migration all require advanced shared storage solutions,
- B. HP MSA 2000 storage solutions do not support Citrix XenServer virtualization software.
- C. The number of virtual machines residing on a physical host is limited by the storage bandwidth requirements.
- D. VMware and Microsoft virtualization engines cannot exchange virtual machines between Fibre Channel and iSCSI.

Answer: D

NO.5 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. HPStoreEasyI000
- B. HP 3PAR StoreServ
- C. HP StoreOnce Virtual Storage Appliance
- D. HP StoreVirtual Virtual Storage Appliance

Answer: D

NO.6 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