

**Exam** : **HP2-K19**

**Title** : Selling HP Business Class  
Storage Solutions

**Version** : Demo

1. Which company profile most accurately reflects a mid-sized business-class customer?

- A. 10 employees; up to \$6 million annual revenue
- B. 200 employees; \$9 million annual revenue
- C. 400 employees; \$90 million annual revenue
- D. 900 employees; \$250 million annual revenue

Answer: C

2. A customer uses DAS for both Exchange and user flat files for about 100 users. Because all the storage is in various locations, it is difficult to manage this configuration and increase capacity.

The customer wants to install a SAN to solve these problems, but cannot afford the cost and time it takes to deploy a Fibre Channel SAN. The customer also has limited in-house expertise in managing a SAN.

Which solution should the customer consider for migrating application data while also providing file serving for clients on the same system?

- A. MSA2000i
- B. AiO600 Storage System
- C. ProLiant Storage Server DL380 G5
- D. MSA2000fc

Answer: B

3. Which customer requirement helps determine when to implement an HP StorageWorks All-in-One storage system versus a Modular Smart Array (MSA)?

- A. use existing storage management staff expertise
- B. connect easily into existing Fibre Channel infrastructure
- C. integrate with storage arrays in a SAN environment
- D. integrate file serving and block-based access to storage

Answer: D

4. Determining the stage in HP's Customer-Driven Sales Methodology (CDSM) an opportunity has reached depends on accurately assessing where the opportunity is in the customer buying cycle. If an opportunity is positioned in the customer buying cycle at the Evaluate Options stage, which stage in the CDSM has it reached?

- A. Stage 2 - Validate the Opportunity
- B. Stage 4 - Develop and Propose Solution
- C. Stage 5 - Negotiate and Close
- D. Stage 7 - Won and Deploy

Answer: B

5. The data stored on HP StorageWorks D2D Backup Systems resides on which media type?

- A. SDLT tape
- B. UltraSCSI disk
- C. SATA disk
- D. LTO Ultrium tape

Answer: C

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