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QUESTION 1

A company needs a new backup solution that allows the IT staff to back up data from multiple branch offices. There have been only three requests to restore files over the past year, and none of the requests were urgent. The company also needs to comply with regulatory requirements, which stipulate that the data must be stored for seven years. Which solution would you recommend?

- A. HP MSA 2000
- B. HP StoreOnce 4000
- C. HP StoreOnce VSA
- D. HP MSL Tape libraries

Correct Answer: D

HP MSL Tape Libraries	<ul style="list-style-type: none">• Store up to 300 TB of capacity at up to 5.76 TB/hr• Ability to automate multi-tape backups• Long-term, low cost, off-line storage• Reliable, secure and durable long-term retention	<ul style="list-style-type: none">• Not good for fast file access / restores• Remote Office / Branch Office• Environments requiring set and forget data protection
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QUESTION 2

Match each question to the corresponding stage in the buying cycle for an HP storage solution.

How can HP Technology and Financial services address the customer's deployment needs?	<input type="text"/>
How can HP Storage Solutions help address needs such as scaling disk capacity?	<input type="text"/>
What sort of application and data growth is the customer experiencing?	<input type="text"/>

Hot Area:



How can HP Technology and Financial services address the customer's deployment needs?

Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

How can HP Storage Solutions help address needs such as scaling disk capacity?

Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

What sort of application and data growth is the customer experiencing?

Recognize needs	<input type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

Correct Answer:

How can HP Technology and Financial services address the customer's deployment needs?

Recognize needs	<input type="checkbox"/>
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Mitigate risk	<input checked="" type="checkbox"/>

How can HP Storage Solutions help address needs such as scaling disk capacity?

Recognize needs	<input type="checkbox"/>
Identify requirements	<input checked="" type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

What sort of application and data growth is the customer experiencing?

Recognize needs	<input checked="" type="checkbox"/>
Identify requirements	<input type="checkbox"/>
Mitigate risk	<input type="checkbox"/>

QUESTION 3

A customer is calculating the Return on Investment (ROI) of an HP solution. Over the solution's lifetime, in present dollars, the company expects: \$1,000,000 USD in investment gains \$800,000 USD in costs for the investment

What is the ROI?



- A. 20 percent
- B. 25 percent
- C. 80 percent
- D. 125 percent

Correct Answer: B

$$ROI = \frac{(\text{Gain from Investment} - \text{Cost of Investment})}{\text{Cost of Investment}}$$

QUESTION 4

Which HP innovation allows a customer to connect multiple switches into a single virtual device?

- A. Intelligent Management Center (IMC).
- B. Smart Connect
- C. Intelligent Resilient Framework (IRF)
- D. Virtual Connect

Correct Answer: C

HP IRF provides software virtualization technology to connect multiple network devices through physical IRF ports and perform necessary configurations, and then these devices are virtualized into a distributed device. (Study guide p.18)

QUESTION 5

A company requires data protection for 70TB of data. The solution should provide fast disaster recovery and require relatively low bandwidth. Which HP storage solution best meets these needs?

- A. HP StoreVirtual VSA
- B. HP MSL Tape Libraries
- C. HPStoreServ7000
- D. HP StoreOnce 4000

Correct Answer: C

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA0-9238ENW.pdf> (p.1) + " Scalable to 76TB usable depending on model, Low-bandwidth replication for Disaster Recovery (DR)" (Study guide p.17)



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