

Q1. The IT manager of a large enterprise tells you that internal and external customer satisfaction is a high priority. Which technical capabilities should you address in the solution that you propose for this customer? Select TWO.

- A. rapid response time
- B. maximizing existing infrastructure
- C. seamless roll-out of new services
- D. supporting next-generation initiatives
- E. responsiveness to competitive developments

Answer: AC

Q2. Which HP OpenView product enables HP Enterprise Virtual Array (EVA) customers to manage single or multiple EVA array environments?

- A. OpenView Storage Area Manager (OVSAM)
- B. OpenView Storage Data Protector
- C. OpenView Storage Node Manager
- D. OpenView Storage Operations Manager (OVSOM)

Answer: D

Q3. HP is positioned between which main competitors in the enterprise market? Select TWO.

- A. Fujitsu
- B. Dell
- C. Sun
- D. EMC
- E. IBM

Answer: BE

Q4. A customer wants to upgrade its IT systems with new high-density ProLiant servers in two sites. Following HP best practices for fault-tolerant design, what must the customer consider to ensure that the new data center will support highly available equipment? Select THREE.

- A. distance between data centers
- B. storage virtualization
- C. storage growth estimates
- D. thermal requirements
- E. power protection
- F. data center security

Answer: ADE

Q5. Where can you look for self-paced web-based sales training that focuses on specific storage solutions, market opportunities, configurations, competition, and selling tips?

- A. HP Storage Solutions website
- B. HP Storage Management Interface Specification (SMI-S) developers program website
- C. HP NSS Knowledge Management Tools (KMTs) website

- D. HP NSS enterprise storage battle table website
- E. HP Single Point of Configuration Knowledge (SPOCK) website

Answer: C