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**Exam : HP2-K03**

**Title : Selling HP Enterprise  
Storage Solutions**

**Version : Demo**

1.What does VROOM stand for in the context of an HP Converged Infrastructure?

- A. Virtualized, Resilient, Orchestrated, Optimized, and Modular
- B. Virtualized, Resilient, Orchestrated, Ongoing, and Modular
- C. Virtualized, Robust, Orchestrated, Optimized, and Modular
- D. Virtualized, Robust Orchestrated, Optimized, and Managed

Answer: A

2.Which type of costs can HP Systems Insight Manager (HP SIM) typically reduce?

- A. procurement
- B. administration
- C. server
- D. floor space

Answer: B

3.What does the HP Converged Infrastructure Planning Service deliver for customer?

- A. demonstration of the capabilities of the HPBladeSystem Matrix by testing common scenarios
- B. awareness and insights into the concepts of shared services and converged infrastructure
- C. a clear roadmap with defined with defined phases for the design of future IT infrastructures
- D. a clear financial plan to support new IT investments

Answer: B

4.What is a business benefit of pooling and sharing resources in an HP Converged Infrastructure?

- A. The IT department can charge its costs to the business more accurately, which means improved cash flow.
- B. The time taken to launch new services is dramatically reduced, which improves time to revenue.
- C. IT resources do not need to be involved in storage provisioning, which releases them for maintenance activities.
- D. The IT department can provision servers and storage more quickly, which reduces the need for additional headcount.

Answer: B

5.The HP BladeSystem Matrix can improve the ability to maintain service levels with built-in disaster recovery. By which percentage are recovery times improved as a result?

- A. 50%
- B. 60%
- C. 70%
- D. 80%

Answer: D

6.What is a benefit of the HP Infrastructure Operating Environment?

- A. It helps IT resources to monitor and control IT systems through one main console.
- B. It helps drive maximum energy efficiency in the data center.
- C. It provides a shared service engine that provisions and adapts application environments in real-time.

D. It provides a single operating system for all HP servers.

Answer: C

7. In a difficult economic climate, customers scrutinize every major IT investment from a financial viewpoint. What should always be included in your business proposals?

- A. a strong business case including a return on investment and payback statement
- B. a detailed list of the product codes and the implementation plan
- C. an HP financial services summary
- D. the total cost of ownership over a six-year period

Answer: A

8. In an uncertain economic climate, what must CIOs do to manage IT budgets, according to a recent statement from the Gartner Group?

- A. Increase IT spending in line with the rate of inflation.
- B. Determine IT spending based on business unit's requirements.
- C. Assess IT requirements according to their business impact.
- D. Base IT spending increases relative to revenue achievement.

Answer: C

9. HP Financial Services fall into which asset categories?

- A. transfer, buy-back, and repurposing
- B. transfer, renewal, and acquisition
- C. transfer, disposition, and acquisition
- D. disposition, renewal, and refurbishment

Answer: B

10. SMART objectives help you to prepare and conduct meetings that make real progress for you and your customer. How should you use SMART objectives at the start of a customer meeting?

- A. outline your goals and then move to the first item on the agenda
- B. agree on the duration and goals for the meeting and then agree on the agenda
- C. outline the total cost of ownership over a three-year period that the customer can expect from HP StorageWorks solutions
- D. agree on the agenda items with the customer and ask if they have any other objectives

Answer: B