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問題集

Exam : **HP2-K24**

Title : Selling HP SMB Storage

Version : Demo

1.What impact is the rapid growth of mobile and web applications like Twitter, YouTube, and Facebook having on IT?

A. IT organizations are able to more easily adjust strategies and operations with the inclusion of social networks.

B. Users expect their office IT systems to work 24x7, provide instant responses, and have sophisticated user interfaces.

C. Storage capacity needs to increase to accommodate the large files created by personal web data.

D. Users expect higher resolution displays for their work environment to match that which they have at home or on the move.

Answer: C

2.Based on research by IDC, what is the worldwide SMB IT spend expected to be in 2014.?

A. approximately $500 million

B. approximately $100 billion

C. approximately $300 billion

D. approximately $600 billion

Answer: D

3.One of your customers has an IT team with three full time employees and three to four contractors brought in occasionally when needed. On average, approximately how many people are likely to be working on the introduction of innovative solutions to grow their business, reduce costs, and improve ROI?

A. One person

B. Two people

C. Three people

D. Four people

Answer: A

4.Identify who said, "Every two days we create as much information as we did from the dawn of civilization up to 2003."

A. Eric Schmidt, Google

B. Dave Donatelli, HP

C. Tim Berners-Lee, W3C

D. Roger W. Cox, Gartner

Answer: A

5.The average American is consuming more that 34Gbytes of data per year. This is placing increased pressure on the management of which type of SMB infrastructure?

A. mobile phones

B. storage

C. scanners

D. printers

Answer: B

6.DRAG DROP

You are preparing for a meeting with your SMB customer, who has a mid-sized data center. Match the topics you should be ready to discuss with the corresponding roles within your customer's organization.

Topics

place here	HP innovations can help the customer deliver leadership in meeting the business requirements while reducing costs.
place here	HP solutions save time and money, showing the true TCO by optimizing the IT infrastructures.
place here	HP solutions can help manage, protect, and grow the customer's business while driving out costs and doing more with less.

| Purchasing Manager | Business Owner | IT Manager |

Answer:

Topics

Business Owner	HP innovations can help the customer deliver leadership in meeting the business requirements while reducing costs.
IT Manager	HP solutions save time and money, showing the true TCO by optimizing the IT infrastructures.
Purchasing Manager	HP solutions can help manage, protect, and grow the customer's business while driving out costs and doing more with less.

| Purchasing Manager | Business Owner | IT Manager |

7.The data explosion started when the IT industry reached a significant milestone in information processing and storage: Shared Storage Arrays were emerging, 500 million PCs were in use, and 3G networks were being established.
In which year did this happen?
A. 2000

B. 2003

C. 2006

D. 2011

Answer: B

8.Which issue might your customer be experiencing with Microsoft Exchange 2003?

A. It has limitations on mailbox size.

B. It uses non-standard network protocols.

C. It has limited management tools.

D. It is able to use only direct attached storage.

Answer: D

9.HP has a range of solutions for small businesses that employ between 10 and 99 employees.

What is this range of solutions called?

A. HP Just Right IT

B. HP Rational IT

C. HP Converged IT

D. HP Balanced IT

Answer: A

10.Which HP Storage solution for Virtualized Servers enabled Mitsubishi Electric to save several hundred thousand dollars?

A. P1000 3PAR Utility storage

B. P4000 LeftHand SAN

C. HP P6300 EVA Disk Array

D. HP X9000 IBRIX NAS

Answer: B