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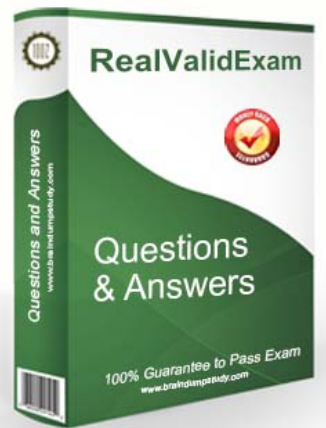
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**Exam** : **HP5-K05D**

**Title** : **Delta - Selling HP Enterprise Storage Solutions and Services**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 Which HP 3PAR StoreServ software enables failover/failback between two sites/data centers to be transparent to hosts and without any disruption to applications running on them?

- A. Peer Persistence
- B. Remote Copy
- C. Peer Motion
- D. Thin provisioning

**Answer:** A

Explanation:

Peer Persistence enables failover/failback between two sites/data centers to be transparent to hosts and without any disruption to applications running on them.

Reference: <http://www8.hp.com/h20195/v2/GetPDF.aspx/c04199812.pdf>

NO.2 Which HP resources would you use to quickly see HP competitive differentiation information?

- A. HP Storage product reference guide and play card
- B. HP Storage product reference guide and case study
- C. HP Storage product reference guide and whiteboard
- D. HP Storage product selector and sales play

**Answer:** D

NO.3 Which HP storage solution should you position when a customer wants Software-Defined Storage (SDS) but has need for larger capacity that requires mixed connectivity-iSCSI and Fibre Channel?

- A. HP StoreVirtual 4000
- B. HP StoreVirtual VSA
- C. HP 3PAR StoreSev
- D. HP StoreOnce

**Answer:** B

NO.4 The statement "HP is the only vendor who can consolidate all your backup needs and securely protect your data with a single solution anywhere, any way and to any scale" is a value proposition of which HP Storage solution?

- A. HP 3PAR StoreServ
- B. HP StoreOnce
- C. HP StoreVirtual
- D. HP OneView

**Answer:** B

Explanation:

HP StoreOnce Backup is a Single federated solution-any way, anyhow, any scale.Reference:

<http://www8.hp.com/us/en/products/data-storage/storeonce.html>

NO.5 Which HP 3PAR StoreServ software delivers storage federation by enabling data and workloads to be simply and non-disruptively moved between any model HP 3PAR StoreServ storage system without impact to applications?

- A. Peer Motion
- B. Peer resistance
- C. Thin provisioning
- D. Remote copy

**Answer: A**

Explanation:

HP 3PAR Peer Motion enables load balancing at will wherein movement of data and workloads between arrays does not impact applications, users or services. HP 3PAR Priority Optimization assures service levels with QoS controls for mission critical applications. These four software titles are also sold separately for all HP 3PAR StoreServ models. Depending on purchase date, titles included in this suite may vary. Check the HP 3PAR Software QuickSpecs for complete details.

Reference: <http://h20195.www2.hp.com/v2/getpdf.aspx/4AA3-5714ENW.pdf?ver=2.0>