

Hitachi

*HQT-2002
Vantara Presales Solution Positioning Professional*



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Product Version

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Latest Version: 6.0

Question: 1

In the context of data virtualization, what role does centralized management play?

Response:

- A. It diminishes the need for compliance and governance
- B. It centralizes data access, enhancing security and governance
- C. It exclusively focuses on increasing IT operational costs
- D. It limits data availability and reliability

Answer: B

Question: 2

Where can Hitachi Vantara sales plays typically be accessed?

Response:

- A. On the company's internal documentation site
- B. Exclusively in printed brochures
- C. On the public corporate website
- D. Via third-party vendors

Answer: A

Question: 3

Why might a business choose Cloud Connect for Equinix to manage its hybrid cloud strategy?

Response:

- A. To minimize their investment in digital marketing tools
- B. To maximize operational agility through interconnection
- C. To decrease their reliance on cloud computing technologies
- D. To focus solely on internal IT training

Answer: B

Question: 4

Which VMware product plays a crucial role in automating cloud service delivery in a hybrid setup?
Response:

- A. VMware vSphere
- B. VMware vRealize Automation
- C. VMware Fusion
- D. VMware Mirage

Answer: B

Question: 5

For which type of organization is the HyperOps solution most beneficial?
Response:

- A. Organizations with static, unchanging IT environments
- B. Organizations looking to reduce their reliance on technology
- C. Dynamic organizations requiring scalability and proactive IT management
- D. Small businesses with manual operations

Answer: C

Question: 6

Advanced integration of IoT technologies is often highlighted in which Hitachi Vantara sales play?
Response:

- A. Universal Data and Application Management
- B. Data Resiliency and Compliance
- C. Hybrid Cloud
- D. None of the above

Answer: C

Question: 7

When is it appropriate to recommend High-Performance Data Analytics solutions to a client?
Response:

- A. When the client handles large volumes of data and requires real-time processing.
- B. When the client is looking for basic data storage without analysis needs.

- C. When the client only needs CRM software.
- D. When the client's data processing requirements are minimal.

Answer: A

Question: 8

What advantage does the Hitachi Ops Center provide for managing complex IT environments?
Response:

- A. It simplifies IT operations through intelligent automation and centralized management
- B. It emphasizes manual processes over automated ones
- C. It supports only isolated IT environments without integration
- D. It reduces the visibility across IT systems

Answer: A

Question: 9

Which component is integral to the HyperOps service offering?
Response:

- A. Automated workflow optimization
- B. Standalone server management
- C. Non-integrated networking solutions
- D. Manual IT operations management

Answer: A

Question: 10

How do Global Services enhance customer experiences in centralized data management?
Response:

- A. By reducing direct customer interactions
- B. By delivering tailored solutions that meet specific business needs
- C. By offering one-size-fits-all solutions
- D. By increasing the complexity of IT environments

Answer: B

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