HITACHI VANTARA HQT-2002

Hitachi Vantara Presales Solution Positioning Certification Questions & Answers

Exam Summary – Syllabus – Questions

HQT-2002

Hitachi Vantara Qualified Professional - Presales Solution Positioning

35 Questions Exam – 62% Cut Score – Duration of 120 minutes

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Know Your HQT-2002 Certification Well:

The HQT-2002 is best suitable for candidates who want to gain knowledge in the Hitachi Vantara Technical Presales. Before you start your HQT-2002 preparation you may struggle to get all the crucial Presales Solution Positioning materials like HQT-2002 syllabus, sample questions, study guide.

But don't worry the HQT-2002 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-
- What is in the HQT-2002 syllabus?
- How many questions are there in the HQT-2002 exam?
- Which Practice test would help me to pass the HQT-2002 exam at the first attempt?

Passing the HQT-2002 exam makes you Hitachi Vantara Qualified Professional - Presales Solution Positioning. Having the Presales Solution Positioning certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Hitachi Vantara HQT-2002 Presales Solution Positioning Certification Details:

Exam Name	Presales Solution Positioning Professional
Exam Code	HQT-2002
Exam Price	$75 USD
Duration	120 minutes
Number of Questions	35
Passing Score	62%
Recommended Training	**Hitachi Vantara FY24 Sales Plays**
Exam Registration	**Kryterion Webassessor**
Sample Questions	**Hitachi Vantara HQT-2002 Sample Questions**

Practice Exam	**Hitachi Vantara Qualified Professional - Presales Solution Positioning Practice Test**

HQT-2002 Syllabus:

Section	Objectives
Hitachi Vantara Sales Plays	- Describe what the Hitachi Vantara sales plays are, what they cover and where they are located. - Identify the solution use cases that are covered in the Hybrid Cloud sales play. - Identify the solution use cases that are covered in the Universal Data and Application Management sales play. - Identify the solution use cases that are covered in the Data Resiliency and Compliance sales play.
Hybrid Cloud solutions with VMware	- Describe when to position the Hybrid Cloud Solution with VMware solution. - Describe the Hybrid Cloud solution with VMware solution components. - Identify the Hybrid Cloud Solution with VMware solution product configurations.
Hybrid Cloud solutions with Cisco Adaptive Solutions	- Describe when to position the Hybrid Cloud Solution with Cisco Adaptive Solutions. - Describe the Hybrid Cloud Solution with Cisco Adaptive Solutions components. - Identify the Hybrid Cloud Solution with Cisco Adaptive Solutions product configurations.
Cloud Connect for Equinix solution	- Describe when to position the Cloud Connect for Equinix solution. - Describe the Cloud Connect for Equinix solution components.
Centralized Data Management solutions	- Describe the VSP storage virtualization offerings. - Describe the AIOps Driven IT Efficiencies offerings. - Describe the Global Services offerings.
Beyond Simple Management solutions	- Describe the VSP Embedded Management offering. - Describe the Hitachi Ops Center offerings. - Describe the Cloud-based system monitoring offering.
HyperOps solution	- Describe the HyperOps service offering. - Describe when to position the HyperOps solution.
High-Performance Data Analytics (HCSF) solutions	- Describe when to position the High-Performance Data Analytics solutions. - Describe the High-Performance Data Analytics solutions components. - Describe the High-Performance Data Analytics solutions product configurations.

Section	Objectives
Modern Data Protection solutions	- Describe the Backup to Cloud (object) offering. - Describe the Commvault HyperScale X offering. - Describe the Hitachi FlexProtect offering.
Ransomware Protection solutions	- Describe the CyberVR and Ops Center Protector offering. - Describe the Hitachi Content Platform (HCP) and HCP Cloud Scale ransomware features. - Describe the backup and replication integration of Hitachi Content Platform (HCP) and HCP for Cloud Scale with HDPS Powered Commvault, Veritas NetBackup and Veeam.

Hitachi Vantara HQT-2002 Sample Questions:

Question: 1

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

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: 2

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

a) It reduces the visibility across IT systems
b) It supports only isolated IT environments without integration
c) It emphasizes manual processes over automated ones
d) It simplifies IT operations through intelligent automation and centralized management

Answer: d

Question: 3

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

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: 4

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

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: 5

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

a) By increasing the complexity of IT environments
b) By offering one-size-fits-all solutions
c) By delivering tailored solutions that meet specific business needs
d) By reducing direct customer interactions

Answer: c

Question: 6

Which component is integral to the HyperOps service offering?

a) Automated workflow optimization
b) Standalone server management
c) Non-integrated networking solutions
d) Manual IT operations management

Answer: a

Question: 7

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

a) Data Resiliency and Compliance
b) Universal Data and Application Management
c) Hybrid Cloud
d) None of the above

Answer: c

Question: 8

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

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: 9

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

a) VMware Mirage
b) VMware vSphere
c) VMware Fusion
d) VMware vRealize Automation

Answer: d

Question: 10

Where can Hitachi Vantara sales plays typically be accessed?

a) Via third-party vendors
b) On the public corporate website
c) Exclusively in printed brochures
d) On the company's internal documentation site

Answer: d

Study Guide to Crack Hitachi Vantara Presales Solution Positioning HQT-2002 Exam:

- Getting details of the HQT-2002 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the HQT-2002 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Hitachi Vantara provided training for HQT-2002 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the HQT-2002 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on HQT-2002 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for HQT-2002 Certification

Make NWExam.com your best friend during your Presales Solution Positioning Professional exam preparation. We provide authentic practice tests for the HQT-2002 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual HQT-2002 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the HQT-2002 exam.

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