



Hitachi

HQT-1024
Vantara Solution Selling Professional

Questions & Answers PDF

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Question: 1

Which strategy does Hitachi Vantara employ to address customer data challenges?

(Choose Two)

Response:

- A. Focusing on cloud-based solutions
- B. Prioritizing hardware upgrades
- C. Implementing AI-driven analytics
- D. Providing comprehensive training programs

Answer: A,C

Question: 2

What advantage does the Universal Data and Application Management approach offer for data scalability?

Response:

- A. It restricts data growth to control costs
- B. Supports rapid scalability without compromising performance
- C. Discourages the use of scalable solutions
- D. Recommends constant system downgrades

Answer: B

Question: 3

How does Hitachi Content Intelligence use metadata to support compliance and e-discovery?

Response:

- A. By automating the deletion of non-compliant content
- B. By ensuring faster data retrieval during audits
- C. By tracking changes in document versions
- D. By embedding digital watermarks

Answer: B

Question: 4

Which of the following best represents an organizational challenge that Hitachi Vantara's Virtual Storage Platform One aims to solve?

(Choose Three)

Response:

- A. Ensuring data security and compliance
- B. Maximizing ROI on IT investments
- C. Enhancing employee productivity through better tools
- D. Reducing environmental impact of data centers

Answer: A,B,C

Question: 5

Hitachi Vantara's training and certification services aim to provide what primary benefit to customers?

Response:

- A. Comprehensive product discounts
- B. Increased operational efficiency
- C. Entertainment for employees
- D. Physical security enhancements

Answer: B

Question: 6

Hitachi UCP Advisor enhances which aspect of IT operations?

Response:

- A. Manual hardware installation
- B. Automation of routine management tasks
- C. Reduction in virtual machine usage
- D. Increase in physical server deployment

Answer: B

Question: 7

What distinguishes Hitachi Vantara's strategy from its competitors in handling complex data challenges?

Response:

- A. Exclusive focus on hardware solutions
- B. Integration of IoT and AI technologies
- C. Offering the lowest price points
- D. Collaboration with numerous software vendors

Answer: B

Question: 8

In what way does Hitachi Vantara's consulting services add value for customers implementing new technologies?

Response:

- A. By ensuring compliance with international travel laws
- B. By providing expertise in cutting-edge technology implementation
- C. By offering lower interest rates on loans
- D. By selling unused hardware components

Answer: B

Question: 9

How does Hitachi Vantara's Managed Services provide value to its customers?

Response:

- A. By reducing the need for internal IT staff
- B. By offering lower hardware costs
- C. By providing free software upgrades
- D. By increasing the physical security of data centers

Answer: A

Question: 10

In dealing with customer challenges, which approach does Hitachi Vantara emphasize?

Response:

- A. Short-term fixes to immediate problems
- B. Long-term, sustainable solutions

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- C. Rapid deployment of new technologies without customization
 - D. Phasing out older data systems abruptly

Answer: B



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