Hitachi Vantara
HQT-1026
Hitachi Vantara Qualified Professional - Solution Selling

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Product Version

1. **Up to Date products, reliable and verified.**
2. **Questions and Answers in PDF Format.**

Latest Version: 6.0

Question: 1

What is the primary value of Hitachi Vantara hybrid cloud and migration services?

A. Improving flexibility and agility while reducing migration risk
B. minating all on-premises infrastructure immediately
C. Focusing only on reducing physical storage devices
D. Replacing business planning with manual provisioning

Answer: A

Question: 2

A prospect asks for a practical way to frame ransomware resilience without deep technical detail. Which discovery question best fits?

A. “Which ransomware scenarios and recovery targets matter most?”
B. “Which office location will host a workshop?”
C. “Which slide layout do you prefer?”
D. “Which marketing channel drives the most leads?”

Answer: A

Question: 3

Which benefit is most clearly stated for HCP Anywhere Enterprise File Storage?

A. Secure edge-to-cloud file services that unify data access and modernize legacy NAS
B. Direct management of physical warehouse storage
C. Elimination of all ransomware risk without governance controls
D. A standalone CRM platform for distributed teams

Answer: A

Question: 4

A customer is hesitant about adding services and says they “only want the product.” Which response best keeps the conversation objective-aligned?

A. Explain how services can reduce risk and accelerate time-to-value
B. Agree that services provide no value and remove them by default
C. Shift the discussion to partner portal tools and stop services discussion
D. Avoid discussing outcomes to prevent raising expectations

Answer: A

Question: 5

A prospect is struggling with data silos across block, file and object storage in a hybrid environment. Which customer challenge most directly aligns to Hitachi Vantara’s VSP One positioning?

A. Expanding office capacity for IT staff
B. Unifying siloed data and simplifying management across environments
C. Replacing all existing applications at once
D. Increasing social media engagement

Answer: B

Question: 6

The buyer asks for a practical way to define success for ransomware resilience without deep technical detail. Which response best fits?

A. Define business disruption tolerance and recovery targets for critical data
B. Define only performance metrics and ignore cyber scenarios
C. Define only partner enablement goals and training badges
D. Define only pricing expectations and defer recovery discussion

Answer: A

Question: 7

How do Hitachi Vantara's Upgrade and Migration Services add value to customer operations?

A. By facilitating faster, safer, and more efficient system upgrades
B. By providing travel incentives for IT staff
C. By offering decoration services for data centers
D. By lowering the cost of cafeteria meals

Answer: A

Question: 8

A prospect says their biggest issue is unstructured data growth and long retention requirements driving cost and complexity. Which value statement best fits object storage use-case positioning?

A. Scale retention and access for unstructured data more efficiently
B. Improve desktop CPU performance for end users
C. Reduce meeting time by changing collaboration tools
D. Increase Wi-Fi bandwidth to solve retention requirements

Answer: A

Question: 9

Which capability is most clearly associated with Hitachi Vantara's compliance-focused solutions?

A. Supporting governance, protection, and compliance across the data lifecycle
B. Reducing storage costs as the main compliance strategy
C. Eliminating the need for policy controls
D. Replacing security oversight with manual tracking

Answer: A

Question: 10

Which capability is most important for organizations with high regulatory demands?

A. Strong governance and compliance support across the data lifecycle
B. Reduced transparency in data handling
C. Manual entry as the primary compliance process
D. Avoidance of reporting and oversight controls

Answer: A

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