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Exam : HQT-1026

Title : Hitachi Vantara Qualified
Professional - Solution
Selling

Version : DEMO

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

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

Answer: A

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

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

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

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