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

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Question: 1

A customer's priority is shared team collaboration with access permissions and departmental file services across locations.
Which solution category best fits the file storage objective?

A. Enterprise block storage as the primary platform for shared file access and permissions
B. Object storage as the primary platform for user home directories and profiles
C. Integrated Systems as the only option for file sharing and departmental services
D. File storage solutions aligned to shared access and permission-driven collaboration

Answer: C

Explanation:
Shared team collaboration with access permissions and departmental file services is the classic NAS file-storage use case. File storage is built for multi-user shared access with granular permissions.

Question: 2

A customer already runs VSP One block, file and object storage both on-premises and in two public clouds. Their pain is that each environment is managed separately, so operators have no single view and no cross-environment root-cause insight when something degrades.
Which Hitachi Vantara capability most directly addresses this pain?

A. More VSP One capacity, so the underlying data platform itself is extended to hold the block, file and object workloads across every environment the customer already operates.
B. VSP One SDS Block, giving hardware-independent scale-out storage that runs on standard commodity servers and grows node by node across the environments.
C. VSP 360, the unified control plane that manages block, file, object and SDS across on-premises and hybrid cloud and adds AIOps correlation and root-cause analysis.
D. Integrated Systems, delivering a pre-validated converged stack to speed deployment at each site.

Answer: C

Explanation:
The pain is operational visibility and cross-environment diagnosis, which the VSP 360 control plane solves with one management interface plus AIOps root-cause insight across on-prem and cloud.

Question: 3

A partner asks for a final “sanity check” to ensure they can use the enablement resources effectively after onboarding.
Which step is best?

A. Avoid official systems and rely on personal notes rather than documentation and training resources
B. Depend on individual recall and informal habits instead of documented tools and training resources
C. Confirm access to official tools and where to find documentation and training resources
D. Treat support tickets as the main training method and the source of documentation and guidance

Answer: C

Explanation:
Partner enablement is delivered through official tools, documentation and training, so confirming access to those resources is what lets a partner use them effectively after onboarding.

Question: 4

A partner asks where to find official systems and documentation to support selling and ongoing business activities.
Which response best aligns to the objective?

A. Recommend only third-party community sites, forums, and blogs
B. Direct them to Hitachi Vantara partner systems, documentation, and tools
C. Recommend relying on customer support tickets, cases, and escalations
D. Recommend using internal employee HR systems, portals, and directories for guidance

Answer: B

Explanation:
Partner enablement is delivered through official Hitachi Vantara partner systems, documentation, sales tools, and training. Pointing the partner to those resources is the objective-aligned answer.

Question: 5

A partner cannot locate training and accreditation information and wants the official source.
Where should you guide them first?

A. The customer-facing product documentation and support site
B. Hitachi Vantara Partner Portal for training and accreditations
C. The EverFlex consumption ordering and billing catalog
D. A third-party certification and training aggregator unaffiliated with Hitachi

Answer: B

Explanation:

The Partner Portal is the official hub for partner training, accreditation and enablement resources. Directing them there gets authoritative, current information rather than second-hand sources.

Question: 6

In discovery, a partner says they want to expand pipeline and improve selling effectiveness in priority markets.
Which question best clarifies which program benefits matter to them?

A. “Which proposal document templates would you like access to first?”
B. “Which partner portal login should we set up first?”
C. “Which internal team currently handles your departmental expense reporting?”
D. “Which business activities are you trying to accelerate this quarter?”

Answer: D

Explanation:
Partner benefits are framed around supporting the partner's business activities and selling effectiveness, so asking which activities they want to accelerate surfaces which benefits actually matter.

Question: 7

Which offering is an official Hitachi Vantara storage platform family relevant to infrastructure solution positioning?

A. Hitachi Virtual Storage Platform (VSP) family
B. Hitachi Ops Center management software
C. Hitachi Content Intelligence application
D. Hitachi EverFlex consumption program

Answer: A

Explanation:
The Virtual Storage Platform family is a real Hitachi Vantara enterprise storage platform line, which is why it belongs in an infrastructure solutions conversation.

Question: 8

What most clearly differentiates Hitachi Vantara's current storage strategy in customer conversations?

A. A unified platform approach across block, file, object, and mainframe storage
B. A lowest-price positioning model across block, file, and object storage
C. A strategy limited to manual configuration, scripting, and tuning workflows
D. An exclusive focus on one deployment, data type, and workload model

Answer: A

Explanation:
The storage strategy differentiates by unifying block, file, object, and mainframe under one platform and management model. Breadth of coverage from a single architecture is the message to carry into customer conversations.

Question: 9

How does Hitachi Vantara generally position modern data management with respect to security and compliance?

A. By improving governance, protection and readiness for compliance-driven operations
B. By prioritizing raw speed and throughput over governance controls
C. By relying on control-plane tooling and dashboards alone for regulations
D. By handling compliance as a one-time setup and sign-off exercise

Answer: A

Explanation:
Modern data management is positioned to strengthen governance and protection so customers are ready for compliance-driven operations, which is the security-and-compliance value.

Question: 10

What scalability benefit does Hitachi Vantara emphasize for modern data infrastructure?

A. Scalable infrastructure that supports growth while maintaining performance and control
B. Fixed-capacity arrays needing disruptive migration while capping growth
C. Growth achieved by adding standalone silos while sacrificing unified performance and control
D. Capping workloads on a single platform while trading away performance and growth

Answer: A

Explanation:
Hitachi Vantara positions its platforms so customers can grow capacity and workloads without sacrificing performance or losing management control, which is the scalability promise for modern data infrastructure.

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