



# Hitachi Vantara

HQT-1024 Exam

Vantara Solution Selling Professional

Exam Latest Version: 6.0

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### Question 1. (Multi Select)

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

**Correct Answer: A, C**

### Question 2. (Single Select)

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

**Correct Answer: B**

### Question 3. (Single Select)

Hitachi UCP Advisor enhances which aspect of IT operations?

Response:

- A: Automation of routine management tasks

- B: Manual hardware installation
- C: Reduction in virtual machine usage
- D: Increase in physical server deployment

**Correct Answer: B**

#### Question 4. (Single Select)

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

**Correct Answer: B**

#### Question 5. (Single Select)

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

Response:

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

**Correct Answer: B**



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