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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. minating 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