



Introduction to Selling HPE Solutions

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QUESTION 1

A customer needs a solution to manage BYOD devices and differentiate them from enterprise devices. Which solution meets this customer\\'s needs?

- A. Aruba Services Mobility Controller
- B. Aruba Airwave
- C. Aruba Central
- D. Aruba ClearPass

Correct Answer: A

QUESTION 2

A customer wants to buy network switches that will support a wireless AP infrastructure that needs to stay up on a 24/7 basis. The APs will be located above the ceiling where there are no power outlets. Which feature must the switches have to meet this criteria?

- A. stacking.
- B. WFA2 enabled.
- C. Spanning Tree Protocol.
- D. PoE+.
- Correct Answer: D

QUESTION 3

Which Aruba access point supports MU-MIMO?

- A. Aruba Instant 225.
- B. Aruba Instant 215.
- C. Aruba Instant 425.
- D. Aruba Instant 325.

Correct Answer: A

QUESTION 4

A customer has been using an HPE MSA 2040. but has grown significantly over the year. The customer wants a diskbased hybrid flash solution that will continue to grow with the business. Which HPE product meets the customer need?



- A. HPE D6000.
- B. HPE StoreEasy 1640.
- C. HPE 3PAR StoreServ 8200.
- D. HPE StoreVirtual 3200.

Correct Answer: D

QUESTION 5

What is one secondary storage use case for SMBs?

- A. providing backend storage for SQL databases.
- B. archiving data to meet regulatory requirements.
- C. sharing files used by multiple employees.
- D. storing images used in workflow operations.

Correct Answer: D

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