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QUESTION 1

Your SMB customer is concerned that wireless traffic weakens the company's network security. Which Aruba Instant APs (IAPs) built-in features should you emphasize when talking to the customer? (Select two.)

- A. IntroSpect
- B. Policy Enforcement Firewall
- C. Virtual Private Network (VPN)
- D. ClearPass
- E. RFProtect

Correct Answer: AC

Reference: <https://www.arubanetworks.com/products/security/>

QUESTION 2

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

- A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.
- B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.
- C. The customer needs a storage solution that includes backup and replication capabilities.
- D. The customer is looking for a way to reduce the time it takes to provision and manage employees' desktops.

Correct Answer: A

QUESTION 3

Your customer wants to know why she should use HPE Pointnext. Which statistic can you share to demonstrate HPE's success with services engagements?

- A. Approximately 2,900 HPE Services specialists join the worldwide HPE team annually.
- B. HPE partners add more than 20,000 services engagements to HPE Pointnext annually.
- C. The customer satisfaction rating for HPE services is nearly 100%.
- D. 99% of customers purchase additional HPE solutions after they experience an HPE Services engagement.

Correct Answer: D

QUESTION 4

How do a company's IT requirements change when implementing a hyperconverged solution?

- A. IT specialists are needed to manage the storage, server, and networking components.
- B. IT has a suite of tools to plan and optimize the storage and server components.
- C. An IT generalist can manage the entire hyperconverged solution.
- D. IT can maintain their server and storage siloes while reducing the time it takes to manage them.

Correct Answer: B

QUESTION 5

An SMB customer has an expanding SQL database deployment and needs to virtualize and consolidate the storage for a more efficient solution. The customer wants a simple flash solution that gives great performance, and the customer does not care about having the broadest feature set or control over every configuration. Instead, the customer wants a solution that can be deployed in their virtualized environment without hassle and that offers data services such as optimization without a lot of turning from IT. Which HPE solution family should you recommend?

- A. HPE 3PAR
- B. HPE MSA
- C. HPE Nimble
- D. HPE StoreEasy

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/storage/vdi-storage.html

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