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QUESTION 1

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

A. The HPE Business Scholarschips program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.

B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.

C. On a price-per-unit basis, HPE is the most affordable option in the market.

D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

QUESTION 2

Which statement indicates that the customer could be a good candidate for HPE\\'s composable and software-defined solutions?

A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."

B. "We want to upgrade our rack servers as simply as possible. We\\'re not expanding quickly."

C. "IoT is presenting a lot of security threats that we are not prepared to address."

D. "We can\\'t seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

QUESTION 3

For which customers does the HPE 100% Availability Guarantee apply?

A. For all customers with any HPE storage array

B. For all customers with HPE Nimble and HPE RMC

C. For all customers with any HPE storage array and HPE Datacenter support or higher

D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Reference: https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw

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QUESTION 4

What is guideline for tailoring the conversation to CEOs?

A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.

B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.

C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.

D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

QUESTION 5

What issue with public cloud leads some companies to move workloads back on-premises?

A. Limited scalability

B. Time consuming manual configuration

C. Underutilized resources

D. Lack of control

Correct Answer: D

Reference: https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html

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