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QUESTION 1

What is one way that HPE helps customers overcome their economic barriers to growth?

- A. by offering special discounts to public cloud services that are financed by HPEFS
- B. by helping customers to liberate capital by replacing investments in under-utilized infrastructure with pay-as-you-go services
- C. by helping companies transition to a more cost effective waterfall application development cycle
- D. by providing advanced AI operations that can replace most of a customer's IT staff

Correct Answer: B

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

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>

QUESTION 4

What is one benefit of the HPE GreenLake workloads?

- A. They include all of the solutions available through HPE GreenLake.
- B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.
- C. They decrease the time it takes sales professionals to provide a quote.
- D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/greenlake/workloads.html>

QUESTION 5

What is one distinguishing characteristic of HPE InfoSight?

- A. It increases durability for data stored in the cloud by using multiple cloud providers.
- B. It gives customers deep insight into the packets that flow across the data center and into the cloud.
- C. It uses User and Endpoint Behavior Analysis (UEBA) to detect suspicious behavior.
- D. It helps find issues that cut across siloes with cross-stack analytics.

Correct Answer: D

Reference: <https://www.insight.com/maintenance/maintenance.html>

QUESTION 6

You are proposing an HPE Intelligent Data Platform solution to a customer. The customer says: "I'm actually strongly considering cloud storage instead. On-prem storage solutions are too slow to deploy and too expensive to scale." What is one way that can you overcome this objection?

- A. "Sure, your public cloud solution is convenient. But what about orchestrating your infrastructure? In the cloud, it's all siloed."
- B. "Public cloud providers are offering outdated tools to develop apps. Only private cloud environments allow you to containerize your apps."
- C. "HPE GreenLake offers the same scalability and pay-as-you-go economics of the public cloud but in the safety of an on-prem environment."
- D. "Public cloud is the right choice, but with HPE's public cloud, you'll have greater performance and reliability. There's no oversubscription and no downtime."

Correct Answer: C

QUESTION 7

Which common challenge can make a customer a good candidate for HPE GreenLake?

- A. Users are complaining about inconsistent applications performance at branch offices.
- B. IT staff is overwhelmed, putting the customer at risk of error-caused security and availability issues.
- C. The customer's growth remains stagnant and below 1% a year.
- D. Financial pressures are causing the customer to turn away from OPEX in favor of CAPEX.

Correct Answer: A

QUESTION 8

What is an accurate, helpful description of HPE GreenLake?

- A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go funding.
- B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
- C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
- D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/it-consumption.html>

QUESTION 9

Which benefit is offered by a traditional on-prem solution?

- A. Access to shared resources that reduces the risk of down-time to an absolute minimum.
- B. The ability to implement strong security measures.
- C. Flexible capacity that offers rapid scalability to meet processing and storage demands.
- D. Capacity adaption that eliminates the need for over-provisioning

Correct Answer: B

QUESTION 10

Which statement accurately describes HPE Synergy?

- A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.

- B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.
- C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.
- D. HPE Synergy is designed to provide density-optimized storage and compute for the customer's most demanding workloads.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/servers/density-optimized.html>

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