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NEW QUESTION: 1

What is one way to explain the benefits of HPE Synergy fluid resource pools to a customer?

- A. Fluid resource pools support workload-specific processing, which optimizes task processing.
- B. Fluid resource pools liberate resources stranded in silos, which reduces over-provisioning and CAPEX.
- C. Fluid resource pools offer always-on data deduplication and compression.
- D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

How do IT teams typically spend the majority of their time?

- A. creating new apps
- B. doing ongoing maintenance tasks
- C. learning about next-gen technologies
- D. working on innovation initiatives

Answer: (SHOW ANSWER)

NEW QUESTION: 3

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE recommends against open source-based solutions because they tend to lock customers in.
- B. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.

C. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.

D. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).

Answer: C (LEAVE A REPLY)

NEW QUESTION: 4

What is the appropriate use case for a hybrid solution?

A. When legacy systems are no longer in use

B. When there is a need for low-speed network connectivity

C. When data needs to be stored on-premises

D. When scalability and flexibility are critical requirements

Answer: D (LEAVE A REPLY)

NEW QUESTION: 5

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

A. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.

B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.

C. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.

D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 6

What is often the result of maintaining traditional development cycles?

A. IT moves from a support role to a business role in the company.

B. Collaboration becomes more efficient.

C. Operating costs and overhead decrease.

D. Line-of-Business (LoB) managers create their own stealth IT projects.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 7

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

A. the ability to dynamically deploy location-based service apps to customer mobile devices

B. the ability to integrate IoT devices into the network with minimal security risks

- C. the ability to support virtualized workloads from leading vendors such as VMware
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 8

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. By 2018 a majority of companies will increase their IT budgets by 25%.
- B. In 2017 a majority of companies moved their services from private cloud to public cloud.
- C. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.
- D. By 2019 a majority of companies will be using leasing options.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Nimble
- C. HPE ProLiant Gen10
- D. HPE Synergy

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 10

Which of the following is necessary when architecting and designing an HPE solution based on customer needs?

- A. Selecting the right HPE and 3rd party products and services
- B. Planning the solution design
- C. Qualifying the customer requirements
- D. Documenting customer intent

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 11

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company wants enhanced call handling.
- B. The company wants reports that are tailored for them.
- C. The company needs a dedicated HPE Account Support Manager (ASM).
- D. The company needs monitoring 24x7.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 12

Which customer issue does an in-memory database address?

- A. the need for flexible storage and compute scaling
- B. the need for desktop virtualization
- C. the need for faster insights from data
- D. the need for data virtualization in the cloud

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 13

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

- A. HPE integrates with leading visualization vendors to enhance the efficiency of the visualization layer and boost compute there.
- B. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.
- C. HPE has found that most performance issues with virtualization arise from insufficient remote storage, and HPE has industry leading storage solutions.
- D. HPE lets the customer maintain workloads/applications on Bare metal while providing much of the automation and flexibility associated with virtualization.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 14

You are meeting with a hybrid IT prospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

- A. The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.
- B. The customer wants to shift from a CAPEX model to an OPEX model.
- C. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.
- D. The customer has already allocated a significant portion of their IT budget to a competing solution.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 15

What has been a hallmark of HPE from the time it started?

- A. conventional paradigms
- B. innovative solutions
- C. converged infrastructure
- D. IT as a service

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

When identifying key customer business, technical, and system requirements for an HPE Edge-to-Cloud solution, which of the following is a key activity?

- A. Gathering requirements from a single stakeholder to avoid conflicting inputs
- B. Avoiding any requirements that are difficult to implement
- C. Documenting every possible requirement, regardless of its relevance to the solution
- D. Prioritizing requirements based on their potential impact on the solution outcomes

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 17

A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

- A. the need to secure guest and BYOD access
- B. the need to protect servers against malware at the silicon level
- C. the need to encrypt big data and archived data
- D. the need to track meeting room utilization

Answer: A (LEAVE A REPLY)

NEW QUESTION: 18

Which of the following is a key trend in the IT industry that is driving the adoption of HPE Edge-to-Cloud Solutions?

- A. Decreasing demand for high-speed network connectivity
- B. Decreasing demand for data storage
- C. Increasing use of legacy systems
- D. Growing use of data analytics and AI

Answer: (SHOW ANSWER)

NEW QUESTION: 19

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

- A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.

B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.

C. HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).

D. HPE has developed vertical-specific variations of its analytic software solutions.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

A. increasing marketing budgets for server, storage, and hyperconverged products

B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders

C. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

D. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge

E. making strategic acquisitions that enable them to deliver complete solutions

Answer: D,E ([LEAVE A REPLY](#))

NEW QUESTION: 21

What is one way that HPE Synergy helps customers reduce costs?

A. It permits customers to move expensive analytics away from the core to the edge.

B. It allows customers to shift from a traditional workplace to a more efficient open office.

C. It reduces over-provisioning by allowing the redefinition of resources for current needs.

D. It helps customers identify the legacy hardware that consumes the most power.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

A. IT needs to plan more extensively before making any changes.

B. IT now makes most purchasing decisions on its own.

C. IT provides a competitive advantage for the company.

D. IT plays a supportive role in the background.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 23

What is one way today's apps and data are different from the past?

A. They are more likely to be coded with proprietary software languages.

B. They are not expanding as rapidly as they once were, but require more dedicated security.

C. They live on multiple platforms, from the data center, the cloud, and the network edge.

D. They are consolidated in a centralized data center and typically accessed in one way.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 24

What did the acquisition of SGI add to the HPE portfolio?

- A. high-performance computing for real-time analytics
- B. metering of IT resource usage
- C. user and entity and behavior analytics
- D. InfoSight predictive analytics

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 25

In talking to your customers, what would suggest an HPE Hybrid IT opportunity?

- A. The customer wants to implement user-based access to prevent unauthorized users from gaining access.
- B. The customer has been trying to automate their infrastructure but is seeing few results.
- C. The customer wants to know if better collaboration tools will improve employee productivity.
- D. The customer is interested in updating their wired and wireless network to include a unified management solution.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 26

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. IT can manage the desktop environment much more easily and quickly with VDI.
- B. VDI ensures that the data users access most often is stored locally and is easily accessible.
- C. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- D. VDI often provides twice the performance of traditional desktop infrastructure.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 27

What is one trend that is driving customers to implement Hadoop?

- A. the shift toward systems of record
- B. the proliferation of unstructured data
- C. the development of SQL databases
- D. the expansion of structured data

Answer: ([SHOW ANSWER](#))

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