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NEW QUESTION: 1

For which use case is the HPE SimpliVity 380H model specifically designed?

- A. For supporting a high-density Virtual desktop infrastructure (VDI) environment
- B. For providing backup and archival for other SimpliVity clusters
- C. For providing enhanced compute power for high-performance computing (HPC)
- D. For supporting lower-latency performance for analytic workloads

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

What is one way that HPE helps you to benefit financially from selling HPE GreenLake solutions?

- A. The GreenLake solution unlocks value from customers' legacy assets, so customers can invest in larger solutions and partners gain higher margins.
- B. The GreenLake solution delivers quarterly interest to partners for the portion of the solution that the customer finances.
- C. The GreenLake solution has an accelerated rebate structure, which includes an upfront rebate on the committed solution value.
- D. The GreenLake solution retires customers' legacy assets, which partners can refurbish for resale and additional revenue.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

You have proposed HPE Nimble for a customer. The customer is concerned about availability for business-critical workloads. What should you explain?

- A. HPE Nimble is not suitable for business-critical workloads, but you can offer HPE MSA instead.

- B.** HPE Nimble is not suitable for business-critical workloads, but you can use HPE Primera instead.
- C.** HPE Nimble provides six-nines availability with features like Triple+ Parity RAID and InfoSight integration.
- D.** HPE Nimble provides a 100% Availability Guarantee with features like RAID 10 and storage-class memory (SCM).

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

NEW QUESTION: 4

A customer needs a data protection solution for the company's HPE Nimble AllFlash arrays. You have recommended a Nimble Adaptive Flash Array integrated with Veeam. The customer wants a low-cost alternative. What should you recommend?

- A.** HPE Primera integrated with Veeam
- B.** HPE StoreOnce
- C.** HPE MSA
- D.** HPE SimpliVity

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

Which benefit does the HPE SimpliVity Accelerator Card provide?

- A.** It provides GPU acceleration for graphical applications, modeling applications, and deep learning.
- B.** It provides high-speed Ethernet connectivity between cluster nodes to ensure low latency communications.
- C.** It performs deduplication and compression so that the node can dedicate compute to supporting VMs.
- D.** It uses InfiniBand to ensure high-speed, high-throughput communications between cluster nodes.

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

NEW QUESTION: 6

What is one way that Aruba ESP (Edge Services Platform) increases efficiencies for IT Operators?

- A.** Aruba ESP unifies compute and storage and delivers the edge compute power that is required for IoT.
- B.** Aruba ESP helps customers to consolidate their on-prem compute, storage, and networking management.
- C.** Aruba ESP AIOPs helps to detect and resolve network issues before they cause problems.
- D.** Aruba ESP simplifies network operations by centralizing device management in Aruba ClearPass.

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

NEW QUESTION: 7

What is one business driver that can make a customer a good candidate for HPE SimpliVity solutions?

- A.** The customer is looking for a way to backup data from a variety of sources such as HPE Nimble arrays.
- B.** The customer has workloads in which compute and storage scale in an uneven and unpredictable manner.
- C.** The customer is looking for ways to collapse server and storage siloes and to reduce the complexity of traditional IT.
- D.** The customer is looking for an automated, Tier 0 storage solution for mission critical databases.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

What should HPE partners do to comply with the UN Guiding Principles on Business and Human Rights?

- A.** Establish a committee for researching human rights issues and principles.
- B.** Create a plan for improving human rights in the geographic regions in which they operate.
- C.** Donate a portion of proceeds towards commissions for addressing human rights violations.
- D.** Implement a process for identifying sales transactions with a high risk for human rights violations.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

What is a critical challenge for many SMBs, which HPE Pointnext Services can help to address?

- A.** Difficulty understanding that digital transformation is a priority
- B.** Difficulty getting Line of Business (LOB) employees to accept cloud services
- C.** Difficulty implementing and customizing new technologies
- D.** Difficulty shifting from containerized to virtualized environments

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

NEW QUESTION: 10

What is one benefit of the HPE SimpliVity Data Virtualization Platform?

- A.** It distributes data across a exible choice of storage arrays, including Nimble and MSA, and optimizes access to them.

- B.** It gives all VMs direct access to underlying drives, ensuring low latency performance for applications.
- C.** It only writes unique data to drives, making backups, and restores space-efficient and very fast.
- D.** It provides plug-ins for HPE Synergy, enabling customers to attach Synergy modules directly to SimpliVity storage.

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

NEW QUESTION: 11

What is one benefit of the Aruba ESP (Edge Services Platform) Unified Infrastructure approach?

- A.** The architecture makes switches responsible for controlling APs, unifying wired and wireless access.
- B.** All intelligence is centralized in powerful controllers, making the solution simpler for customers to manage.
- C.** Customers can choose from two architectures, one of which is designed for midmarket and one for enterprise.
- D.** Customers can deploy APs alone and then add gateways later without changing the architecture or UI.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

How can HPE SimpliVity help customers to reduce data center costs?

- A.** Customers can reduce overprovisioning and consolidate bare metal and virtualized workloads on one platform.
- B.** Customers can eliminate expensive VMware or Hyper-V licensing because SimpliVity provides its own virtualization layer.
- C.** Customers can optimize costs as they scale SimpliVity clusters by adding extension storage arrays.
- D.** Customers can spend less time managing backups and have fewer needs for outside consultants.

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

NEW QUESTION: 13

A customer asks what is so great about HPE Silicon Root of Trust, as many vendors' servers have Intel Boot Guard. What is one good response?

- A.** Intel Boot Guard only validates the firmware after it boots while HPE Silicon Root of Trust operates before boot.
- B.** Intel Boot Guard is a software-based solution while HPE Silicon Root of Trust is hardware-based.
- C.** Intel Boot Guard does not validate the BIOS while HPE Silicon Root of Trust does.

D. Intel Boot Guard does not provide recovery while HPE Silicon Root of Trust helps recover infected servers.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

What correctly describes trends in how customers want to consume or buy IT solutions?

- A.** The majority of customers want to buy converged infrastructure with an upfront capital expenditure.
- B.** The majority of customers want a exible payment model of some kind, either as-a-service or leasing.
- C.** The majority of customers want to consume converged infrastructure o-prem with an as-a-service model.
- D.** The majority of customers want to make an upfront payment to use o-prem resources in a public cloud.

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

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