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HPE Edge-to-Cloud Solutions

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QUESTION 1

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. Documenting every possible requirement, regardless of its relevance to the solution

B. Gathering requirements from a single stakeholder to avoid conflicting inputs

C. Prioritizing requirements based on their potential impact on the solution outcomes

D. Avoiding any requirements that are difficult to implement

Correct Answer: C

QUESTION 2

Which of the following is a key metric for existing infrastructure performance that should be collected and analyzed when assessing the potential impact of an HPE Edge-to-Cloud solution?

A. Average revenue per customer

B. Mean time to repair

C. Social media sentiment analysis

D. Number of employees

Correct Answer: B

QUESTION 3

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 scalability and flexibility are critical requirements

D. When data needs to be stored on-premises

Correct Answer: C

QUESTION 4

You have identified a potential hybrid IT prospect. In your next conversation, you learn thatthe customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

A. Take a services-led approach to transform the customer data environment with cloud storage solutions.

B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.

C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.

D. Take a services-led approach to transform the customer data center into a full software- defined infrastructure.

Correct Answer: D

QUESTION 5

Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

A. hospitality

B. government

C. manufacturing

D. shipping

Correct Answer: C

QUESTION 6

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

A. The customer needs coverage outside normal business hours.

B. The customer needs replacement of defective parts.

C. The customer is responsible for paying shipping costs for replacement parts.

D. The customer must prove that they did not cause the problem by misconfiguring the product.

Correct Answer: A

QUESTION 7

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 already allocated a significant portion of their IT budget to a competing solution.

B. The custorner has a strategy for ingesting data collected from IoT devices and analyzingthe data at the core.

C. The customer wants to shift from a CAPEX model to an OPEX model.

D. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Correct Answer: B

QUESTION 8

When validating that a final solution design meets updated customer requirements, which of the following is necessary?

A. Planning the solution design

B. Qualifying the customer requirements

C. Documenting customer intent

D. Selecting the right HPE and 3rd party products and services

Correct Answer: C

QUESTION 9

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

A. The customer wants deep insights into big data collected at the edge.

B. The customer wants to accelerate provisioning to provide on-demand IT.

C. The customer wants to improve user experience in an open office environment.

D. The customer wants to reduce costs and regain control of the data center.

Correct Answer: B

QUESTION 10

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

A. It provides the engine for integrating location-based services and automating workflows.

B. It provides a developer kit for creating location-based service applications.

C. It provides identity management for users and policy-based control over IoT devices.

D. It provides a repository of built-in apps, such as dynamic space scheduling.

Correct Answer: C

QUESTION 11

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 offer always-on data deduplication and compression.

C. Fluid resource pools liberate resources stranded in silos, which reduces over- provisioning and CAPEX.

D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Correct Answer: A

QUESTION 12

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

A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.

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

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

D. HPE recommends against open source-based solutions because they tend to lock customers in.

Correct Answer: C

QUESTION 13

Which HPE acquisition provides solutions that help customers secure their loT devices?

A. Cloud Cruiser

B. SimpliVity

C. Niara

D. SGI

Correct Answer: C

QUESTION 14

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

A. It automatically deploys patches to all desktops at the network edge.

B. It ensures that all data remains securely in the data center.

C. It includes security monitoring as a service as part of the solution.

D. It embeds a silicon root of trust in every desktop.

Correct Answer: B

QUESTION 15

Which of the following is a key benefit of a hybrid cloud solution?

A. Reduced security risks

B. Lower cost of ownership

C. Simplified deployment process

D. Greater flexibility and scalability

Correct Answer: D

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