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Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is one benefit of the HPE acquisition of MapR for HPE customers?

A. HPE has added MapR\\'s AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.

C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.

D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

Correct Answer: C

Reference: https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligentdata-platform-with-acquisition-of-mapr-business-assets.html

QUESTION 2

What is one challenge many customers face in implementing containers?

A. While IT sees the value of containers, developers are reluctant to deploy them.

B. The options for container solutions can be confusing to distinguish.

C. There are not enough options for container solutions in the market.

D. Their environments are virtualized, and containers and virtualization cannot coexist.

Correct Answer: B

QUESTION 3

Which is an appropriate discovery question to uncover a customer\\'s need for an HPE Intelligent Data Platform?

A. "What steps are you taking to ensure data availability across your organization?"

B. "What processes do you use to ensure that data remains secure in transit?"

C. "How much savings in capacity can you achieve through data compression?"

D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

QUESTION 4

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 5

Which correctly describes how customers are using public cloud today?

A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.

B. A majority of customers now run the majority of their workloads in the public cloud.

C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.

D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

Correct Answer: D

Reference: https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-comparedaws-outposts-vs-azure-stack-vs-google-anthos.html

QUESTION 6

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

QUESTION 7

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?

A. SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.

B. SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.

C. Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.

D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

Correct Answer: C

QUESTION 8

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

QUESTION 9

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

A. The customer is looking for storage nodes for an object storage solution.

B. The customer needs an easier way to migrate data between on-prem and the public cloud.

C. The customer has a VMware environment and wants to migrate that to a hyperconverged solution.

D. The customer is primarily concerned about avoiding and disruption to mission critical services.

Correct Answer: D

QUESTION 10

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

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