



HPE0-V27^{Q&As}

HPE Edge-to-Cloud Solutions

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QUESTION 1

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

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

Correct Answer: A

QUESTION 2

What is the appropriate use case for a cloud solution?

- A. When there is a need for high-speed network connectivity
- B. When legacy systems are still in use
- C. When scalability and flexibility are not critical requirements
- D. When there is a need for on-premises data storage

Correct Answer: A

QUESTION 3

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 Machine, which is designed to enhance the power of configuration automation tools such as these.
- 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 Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
- 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.

Correct Answer: C

QUESTION 4



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

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

Correct Answer: A

QUESTION 5

What is the current impact of big data and Hadoop on enterprise data centers?

- A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
- B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
- C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
- D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Correct Answer: C

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