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QUESTION 1

What is the approach that HPE uses to address IT's shift focus on service delivery, innovation, and improved business value ?

- A. public cloud
- B. converged systems
- C. deduplication
- D. virtualization

Correct Answer: B

QUESTION 2

How does HPE address the customer challenge that existing wireless networks cannot handle the requirements of high usage and demanding applications such as video?

- A. HPE networks unify wired and wireless access to improve the user experience and simplify management.
- B. HPE wireless networks use only high-performance HPE switches, routers, and access points.
- C. . HPE wireless networks are all software-defined for greater agility.
- D. HPE wireless networks are smart-managed.

Correct Answer: A

QUESTION 3

Which tool provides information about HPE storage products, the competition and where- to-sell scenarios?

- A. HPE Sales Builder for Windows (SBW)
- B. HPE Storage Product Reference Guide
- C. HPE Storage SAN Design Reference Guide
- D. HPE Product Bulletin

Correct Answer: B

QUESTION 4

Which SMB business outcome is addressed by the HPE Transformation Area of Empowering the Data-Driven Organization?



- A. increase productivity
- B. reduce costs
- C. acquire and retain customers
- D. keep the business running

Correct Answer: A

QUESTION 5

A local television station needs a high-performance wireless network to handle video streaming. Which HPE Access Point should you recommend?

- A. HPE 210 802.11n
- B. HPE MSM 802.11n
- C. HPE Instant 205 802.11ac
- D. HPE M330 802.11ac

Correct Answer: D

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