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QUESTION 1

What is a common challenge that is driving customers toward software-defined solutions?

A. After initially embracing cloud, developers are now reluctant to use cloud services.

B. Manual processes in siloed data centers leave IT staff little time to innovate.

C. Customers\\' private cloud solutions tend to be less secure than public cloud.

D. Typical procurement cycles under-provision the data center for current capacity requirements.

Correct Answer: D

QUESTION 2

HPE software-defined infrastructure solutions are designed to meet the needs of what types of customers?

A. Customers who are interested in moving all their workloads to a public cloud hosting service to remove the on-premises component of their IT.

B. Customers who need to keep the data and processes of each team within the organization separated into individual silos.

C. Customers who want to gain stronger and more reliable IT capabilities by adding more hardware to their existing traditional data center.

D. Customers who are looking to replace to replace their aging, complex infrastructure with a simplified and flexible solution.

Correct Answer: C

QUESTION 3

What common trend is pushing customers toward intelligent storage solutions such as HPE storage?

A. the increasing IT expertise level in developers

B. the increasing volume of data

C. the shortage of storage capacity in public clouds

D. the increasing cost of flash storage

Correct Answer: B

QUESTION 4

What is the benefit HPE GreenLake Flex Capacity offers customers?

A. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.

B. It provides the ease-of-use and pay-as-you-go advantages of public cloud for an on-premises solution.

C. It helps customer\'s quality for low-cost leases for HPE-only solutions.

D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Correct Answer: D

QUESTION 5

Your customer wants to know how HPE SimpliVity with Composable Fabric compares to other similar solutions. You want up-to-date sales-focused competitive information. What is the best source for this information?

A. HPE Seismic

B. HPE web site

C. HPE Demo Portal

D. Saba Cloud

Correct Answer: B

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