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QUESTION 1

What can you ask potential customers to determine if they are a good fit for intelligent storage solution from HPE?

- A. How many employees do you have?
- B. How much are you willing to spend to update your infrastructure?
- C. What services are currently running in the cloud, and which service do you run on-premises?
- D. What application are driving data growth, and how does that data get put into the system?

Correct Answer: D

QUESTION 2

What is the way disruptive technologies are effecting the security landscape?

- A. Attackers are using Artificial intelligence to manipulate data so that companies cannot trust the integrity of the data.
- B. Internet of Things (IoT) devices are making it easier for companies to secure their edge.
- C. Ransomware attacks are no longer a threat because a majority of companies now patch their endpoints.
- D. Fewer attacks are being launched on infrastructure devices as attackers focus their attention on phishing and ransomware attacks.

Correct Answer: D

QUESTION 3

What business benefit does the Composable Fabric provide beyond the HPE SimpliVity solution alone?

- A. It enables software-optimized data deduplication, which is more efficient than hardware-based deduplication.
- B. It adds a Data Virtualization Platform and data protection features, which SimpliVity alone does not support.
- C. It enables broader scalability for the HPE SimpliVity solution both within and between racks.
- D. It provides plug-ins that enable the HPE SimpliVity solution to extend into public AWS and Microsoft Azure clouds.

Correct Answer: C

QUESTION 4

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

- A. They cause over-provisioning.



- B. They lack flexibility.
- C. They lack security.
- D. They cannot scale.

Correct Answer: C

QUESTION 5

Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be.

Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

- A. Intelligent storage solutions
- B. Everything as a Service solutions
- C. Software-defined solutions
- D. Hybrid cloud solutions

Correct Answer: A

Intelligent storage is a storage system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data.

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