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QUESTION 1

A customer expresses concerns about the cost of an HPE Greenlake Flex Capacity solution. How should you respond?

- A. HPE GreenLake Flex Capacity focuses on delivering the capacity customers\' needs without extra feature such as support.
- B. HPE Greenlake Flex Capacity uses an equipment leasing that lets customers return equipment at the end of the lease for partial money back.
- C. HPE Greenlake Flex Capacity helps customer to scale back their on-perm capacity in favor of more cost-effective capacity in the HPE public cloud.
- D. HPE GreenLake Flex Capacity reduces costs associated with over-provisioning, so customer are only paying for the resources that they actually use.

Correct Answer: B

QUESTION 2

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.

QUESTION 3

Which customer initiative could indicate that the customer is a good candidate for HPE software-defined solutions?

- A. unlocking storage capacity with more efficient deduplication
- B. enhancing employees and customers\' experience on the network
- C. shifting infrastructure solutions to white box solutions



D. providing developers with access to resources more quickly

Correct Answer: C

QUESTION 4

You are proposing an HPE storage solution for a customer. What is a benefit that HPE Financial Services for the solution can provide to the customer?

- A. HPE Financial Services advice and consulting options help customers to optimize where they deploy data, either on-premises or in the cloud.
- B. HPE Financial Services help customers to self-fund the storage solution by increasing efficiency and unlocking unused capacity.
- C. HPE Financial Services help customers to finance their storage solution by reducing cloud storage costs and applying the savings to on-premises systems.
- D. HPE Financial Services migrate and grow model eliminates the need for paying for two systems during future upgrades and data migration.

Correct Answer: D

QUESTION 5

You are proposing HPE Synergy to a customer. The customer says that IT already uses tools such as Chef and Docker to automate configurations and asks what extra benefit Synergy will bring, what should you explain?

- A. Synergy is programmed to run all workloads in containerized environments, which is ideal for a customer who already uses Docker, a container-based tool.
- B. Synergy integrates with these tools and enables infrastructure to be composed for a workload within a single line of code rather than hundreds.
- C. Synergy provides a single GUI with plug-ins to the interfaces for popular tools such as Chef and Docker, eliminating swivel-chair IT.
- D. Synergy replaces third-party tools such as Chef and Docker, which saves the customer money in licensing fees and reduces the total cost of ownership (TCO).

Correct Answer: C

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