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QUESTION 1

Your customer has a multivendor environment. Which HPE Support Service supports such an environment?

- A. HPE Datacenter Care
- B. HPE Proactive Care
- C. HPE Proactive Care Advanced
- D. HPE Foundation Care

Correct Answer: A

Reference: <https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA4-4967ENW.pdf>

QUESTION 2

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

QUESTION 3

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used



by larger enterprises.

Correct Answer: DE

QUESTION 4

Which management tool ensures HPE ProLiant server is cooled properly and monitors memory, processors, and power supplies?

- A. HPE iLo
- B. HPE Intelligent Tuning
- C. HPE Insight Online
- D. HPE UEFI

Correct Answer: A

Reference: https://support.hpe.com/hpsc/doc/public/display?docId=emr_naa00043114en_usanddocLocale=en_US

QUESTION 5

You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?

- A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.
- B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.
- C. The company is growing slowly and is just beginning to gain some experience in managing databases.
- D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.

Correct Answer: D

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