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**QUESTION 1**

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

QUESTION 2

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of onprem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

QUESTION 3

What is one benefit of the HPE GreenLake workloads?

- A. They include all of the solutions available through HPE GreenLake.
- B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.
- C. They decrease the time it takes sales professionals to provide a quote.
- D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/greenlake/workloads.html>



QUESTION 4

What is an accurate, helpful description of HPE GreenLake?

- A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go funding.
- B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
- C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
- D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/it-consumption.html>

QUESTION 5

What is guideline for tailoring the conversation to CEOs?

- A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.
- B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.
- C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.
- D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

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