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QUESTION 1

Which correctly describes how customers are using public cloud today?

- A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
- B. A majority of customers now run the majority of their workloads in the public cloud.
- C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
- D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

Correct Answer: D

Reference: <https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-comparedaws-outposts-vs-azure-stack-vs-google-anthos.html>

QUESTION 2

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 3

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and compete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html



QUESTION 4

What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

Correct Answer: B

Reference: <https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack>

QUESTION 5

What is one benefit of the HPE acquisition of BlueData for HPE customers?

- A. BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these areas.
- B. With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
- C. Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- D. HPE has added BlueData's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Correct Answer: C

Reference: <https://assets.ext.hpe.com/is/content/hpedam/documents/a00078000-8999/a00078919/a00078919enw.pdf>

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