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Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. VDI often provides twice the performance of traditional desktop infrastructure.
- B. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- C. VDI ensures that the data users access most often is stored locally and is easily accessible.
- D. IT can manage the desktop environment much more easily and quickly with VDI.

Correct Answer: D

QUESTION 2

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization
- C. the need for flexible storage and compute scaling
- D. the need for data virtualization in the cloud

Correct Answer: A

QUESTION 3

What is one way Aruba networking solutions improve the user experience?

- A. by providing high-speed Wi-Fi with wire-like reliability
- B. by giving mobile devices highest priority on the network
- C. by redirecting compute-intensive apps to wired connections
- D. by ensuring all forms of traffic are treated in the same way

Correct Answer: A

QUESTION 4

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. The customer needs to streamline the onboarding process for personal devices.



- C. Clients are asking for services that the business does not currently offer.
- D. Developers need to accelerate their development cycles for mobile apps.

Correct Answer: C

QUESTION 5

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It automatically deploys patches to all desktops at the network edge.
- B. It ensures that all data remains securely in the data center.
- C. It includes security monitoring as a service as part of the solution.
- D. It embeds a silicon root of trust in every desktop.

Correct Answer: B

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