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QUESTION 1

Which benefit is provided to SMB customers by the features of HPE BladeSystem enclosures and HPE ProLiant server blades?

A. extreme processing for business applications

B. high density environment for dynamic workloads

C. convergence for lower data center costs. ??

D. fault tolerance for always-on performance.

Correct Answer: C

QUESTION 2

Which benefit does HPE Financial Services (HPEFS) provide to SMB customers to address the challenge of what they should do with their old IT hardware?

A. With HPEFS, customers can easily add recycling services

B. With HPEFS, customers can conserve their cash for other investments

C. With HPEFS, customers preserve their existing bank credit lines

D. With HPEFS, customers simply return their equipment at end of life

Correct Answer: B

QUESTION 3

Which Aruba management solution is delivered as a cloud based, subscription service ? ?Instant Local

A. Aruba Central

B. HPE Intelligent Management Center

C. Aruba Airwave.

Correct Answer: A

QUESTION 4

What are key competitive differentiators for HPE ProLiant servers? (Select two)

A. broadest server portfolio

B. sustained server market leadership

C. lowest cost servers

D. strongest customer warranties

E. widest range of professional services

Correct Answer: AB

QUESTION 5

Which HPE switch series should you recommend for the wired network of a large branch office? (Select two.)

A. HPE 1420

B. HPE 1920

C. HPE 1620

D. HPE 2920

E. HPE 5400R

Correct Answer: DE

QUESTION 6

Which HPE Transformation Area is focused on delivering a great experience to employees and customers regardless of time, location, or device ?

A. Enable Workplace Productivity

B. Transform to a Hybrid infrastructure

C. Protect Your Digital Enterprise

D. Empower the Data-Driven Organization.

Correct Answer: A

QUESTION 7

Which HPE server series is targeted at SMB customers?

A. HPE Integrity servers

B. HPE Moonshot servers

C. HPE Apollo HPC servers

D. HPE ProLiant DL servers

Correct Answer: D

QUESTION 8

Which business need indicates that the customer is a good candidate for an HPE \d with unified wired and wireless networks?

A. need to maintain control over network access, but support additional user devices

B. need to handle the increase of network traffic flowing between branch offices and the internet

C. need to automate the deployment of testing and pre-production environments

D. need to segment the wireless network from the wired network and from the storage network.

Correct Answer: D

QUESTION 9

What are the features of enhanced call handling with HPE Proactive Care Advanced? (Select two)

A. has a guaranteed six-hour time to resolve

B. has a guaranteed four-hour time to respond

C. provides specialists onsite to resolve the issue

D. includes a Critical Event Manager

E. includes follow-up after the incident

Correct Answer: DE

QUESTION 10

How does HPE address the customer challenge that existing wireless networks cannot handle the requirements of high usage and demanding applications such as video?

A. HPE networks unify wired and wireless access to improve the user experience and simplify management.

B. HPE wireless networks use only high-performance HPE switches, routers, and access points.

C. . HPE wireless networks are all software-defined for greater agility.

D. HPE wireless networks are smart-managed.

Correct Answer: A

QUESTION 11

What are two competitive differentiators for HPE StoreEasy? (Select two)

A. is compatible with a larger number of interface add-on cards

B. B. keeps data secure through an integrated anti-virus server

C. C. continuously monitors performance through HPE iLO

D. D. integrates with Windows Active Directory, Distributed File System, and Power Shell

E. E. has factory preconfigured hardware and a preinstalled storage operating system

Correct Answer: DE

QUESTION 12

Which business benefits does HPE OneView provide to SMB customers? (Select two.)

A. HPE OneView increases the need to provide proactive service and support.

B. HPE OneView increases the number of skilled system administrators.

C. HPE OneView reduces unplanned outages.

D. HPE OneView increases IT staff productivity.

E. HPE OneView increases the time period for standard maintenance.

Correct Answer: CD

QUESTION 13

Which customer maturity level is concerned with network security, formalized IT processes, and simplified management?

A. Service Provider

B. Starting Out

C. Expansion

D. Building Momentum

Correct Answer: C

QUESTION 14

In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two)

A. HPE MSA batteries are easier to replace

B. HPE MSA provides an entry-point DAS solution.

C. HPA MSE has superior performance.

D. HPE MSA has more choices for disk drives.

E. HPE MSA has an upgrade path to new offerings.

Correct Answer: CE

QUESTION 15

How does HPE Financial Services (HPEFS) benefit HPE and partner sales representatives ? (Select two)

A. HPEFS incentives can increase the margin of the sale

B. HPEFS staff can increase the value of the sale by positioning add-on services to the customer

C. Monthly payments to HPEFS provides a steady and predictable stream of revenue to sales representatives.

D. Sales representatives build stronger relationships with their customer as they help them with the application process

E. Sales representatives can sell more and earn more by offering affordable monthly payments.

Correct Answer: AB

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