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Selling HPE Edge-to-Cloud Solutions (2021)

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**QUESTION 1**

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

- A. HPE lets the customer maintain workloads/applications on bare metal while providing much of the automation and flexibility associated with virtualization.
- B. HPE has found that most performance issues with virtualization arise from insufficient remote storage, and HPE has industry leading storage solutions.
- C. HPE integrates with leading virtualization vendors to enhance the efficiency of the virtualization layer and boost compute there.
- D. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

Correct Answer: C

QUESTION 2

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Synergy
- C. HPE ProLiant Gen10
- D. HPE Nimble

Correct Answer: B

QUESTION 3

Which customer is a good prospect for an HPE next-generation analytics solution?

- A. The customer has recently deployed a unified communications (UC) solution and is experiencing complaints about the quality.
- B. The customer knows that their data center is under-utilized and would like to consolidate applications using virtualization.
- C. The customer has deployed IoT devices for their campus power and cooling systems and wants to gain insights from collected data.
- D. The customer is interested in accelerating the development cycle for cloud native apps and needs insight into IT operations.

Correct Answer: C

**QUESTION 4**

Which benefit does HPE Aura provide?

- A. It automates workload mapping to help customers plan the right platforms for workloads.
- B. It helps customers to develop and deploy location-based services for mobile devices.
- C. It provides anomaly-based threat detection for IoT devices.
- D. It provides memory-based computing for big data and other demanding analytic applications.

Correct Answer: A

QUESTION 5

What is one of the key messages that you should help customers understand about HPE Hybrid IT?

- A. HPE transforms traditional software-defined infrastructure into more flexible and scalable converged infrastructure.
- B. HPE defines the single packaged right mix that works for both small-to-medium businesses and enterprise customers of all sizes.
- C. HPE helps customers evolve beyond on-premises deployments to a completely off-premises delivery model for traditional IT and cloud.
- D. HPE provides a software-defined infrastructure to give hybrid IT the speed, control, and flexibility that it requires.

Correct Answer: D

QUESTION 6

What, primarily, is driving the need for customers to transform to hybrid IT?

- A. mounting pressure for companies to secure their data from cyber attacks, regardless of where it is stored
- B. the need for applications to run in traditional, public cloud, and private cloud
- C. the emphasis on wireless, rather than wired, access in campus networks
- D. companies' inability to fund public cloud projects, creating a greater need for traditional IT

Correct Answer: B

QUESTION 7

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

QUESTION 8

A customer has a centralized data center and several factories located in different cities across the country. The customer wants to deploy IoT on the factory floors. What is one benefit of an HPE solution for this customer?

- A. HPE Synergy is optimized for ease of deployment by IT generalists at branch sites.
- B. HPE extends memory-driven computing from the core to the edge.
- C. HPE has developed analytic software specifically designed for the manufacturing vertical.
- D. HPE Machine uses anomaly-based detection to enhance IoT security.

Correct Answer: D

QUESTION 9

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on baremetal. The customer also has some cloud services. The customer wants to continue using some public cloud services but bring other services back to the data center.

Which approach should you take with this customer?

- A. Approach the customer with a pre-packaged HPE private cloud built on hyper converged Infrastructure.
- B. Avoid wasting more time on this opportunity because the customer is already committed to public cloud.
- C. Take a services-led approach to help the customer unify their services in an automated hybrid cloud.
- D. Help the customer plan how to update their database applications to better support big data and cloud object storage.

Correct Answer: A

QUESTION 10

How does Aruba ClearPass help to enable an HPE IntelligentWorkspace solution?

- A. It provides the engine for integrating location-based services and automating workflows.
- B. It provides a developer kit for creating location-based service applications.



- C. It provides identity management for users and policy-based control over IoT devices.
- D. It provides a repository of built-in apps, such as dynamic space scheduling.

Correct Answer: C

QUESTION 11

What is one trend that drives the need for HPE Intelligent Edge solutions?

- A. a more cautious approach to as-a-service solutions
- B. the need to shift from aCAPEX to an OPEX funding model.
- C. demands for more rapid provisioning of applications.
- D. a workforce that is much more mobile and collaborative.

Correct Answer: D

QUESTION 12

In talking to your customers, what would suggest an HPE Hybrid IT opportunity?

- A. The customer wants to know if better collaboration tools will improve employee productivity.
- B. The customer is interested in updating their wired and wireless network to include a unified management solution.
- C. The customer wants to implement user-based access to prevent unauthorized users from gaining access.
- D. The customer has been trying to automate their infrastructure but is seeing few results.

Correct Answer: D

QUESTION 13

Which customer issue does an in-memory database address?

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

Correct Answer: D

QUESTION 14



Which customer initiative suggests an opportunity to discuss HPE solutions for location- based mobile services?

- A. providing disaster recovery for a site
- B. increasing database efficiency
- C. driving customer engagement
- D. implementing IoT

Correct Answer: C

QUESTION 15

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
- B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
- C. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.
- D. HPE recommends against open source-based solutions because they tend to lock customers in.

Correct Answer: C

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