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HPE Edge-to-Cloud Solutions

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QUESTION 1

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on bare metal. 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 2

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. By 2019 a majority of companies will be using leasing options.
- B. In 2017 a majority of companies moved their services from private cloud to public cloud.
- C. By 2018 a majority of companies will increase their IT budgets by 25%.
- D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Correct Answer: A

QUESTION 3

What is one benefit of the private cloud model?

- A. It removes the need for making capital expenditures in the data center.
- B. It requires fewer IT resources than public cloud.
- C. It offers more scalability than public cloud.
- D. It enables self-service provisioning within the customer's IT infrastructure.

Correct Answer: D

QUESTION 4



What is the appropriate use case for a traditional solution?

- A. When high-speed network connectivity is not required
- B. When scalability and flexibility are critical requirements
- C. When data needs to be stored in a public cloud
- D. When legacy systems are still in use

Correct Answer: D

QUESTION 5

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to support virtualized workloads from leading vendors such as VMware
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to integrate IoT devices into the network with minimal security risks
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Correct Answer: D

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