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HPE Edge-to-Cloud Solutions

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QUESTION 1

A customer states that their company already has a mix of private and public cloud services, and they find it complex to manage. What should you explain about HPE Hybrid IT?

- A. HPE Hybrid IT removes public cloud service from the mix, making the solution easier to control and more scalable.
- B. HPE Hybrid IT provides a unified view of all IT resources, including both on-premises and off-premises resources.
- C. HPE Hybrid IT transforms traditional composable resource pools into pools in which storage and servers scale together.
- D. HPE Hybrid IT helps IT operations spend more time maintaining critical services rather than responding to line-of-business demands.

Correct Answer: B

QUESTION 2

Which technology enables next-gen analytic applications to provide real-time results?

- A. in-memory databases
- B. just-in-time processing
- C. hybrid cloud platforms
- D. process-driven computing

Correct Answer: A

QUESTION 3

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Correct Answer: D

QUESTION 4

What has been a hallmark of HPE from the time it started?



- A. innovative solutions
- B. converged infrastructure
- C. conventional paradigms
- D. IT as a service

Correct Answer: A

QUESTION 5

Why is it important to meet with other influential decision makers in a company?

- A. It allows you to present technical information about products to executives outside of IT.
- B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles.
- C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.
- D. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.

Correct Answer: B

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