



Introduction to Selling HPE Solutions

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QUESTION 1

Which device is specifically designed as an entry-level unmanaged Layer 2 Gigabit Ethernet network device?

- A. HPE OfficeConnect 1420.
- B. Aruba 1320.
- C. HPE OfficeConnect 1950.
- D. OfficeConnect M210.

Correct Answer: B

QUESTION 2

What is a feature of fully managed HPE OfficeConnect Switches?

- A. They support backplane stacking, so one switch can manage the entire stack.
- B. They allow full control over all ports and offer multiple configuration options.
- C. They can be managed by either Aruba Central or Airwave.
- D. Any one device can manage all others through SNMP management features.

Correct Answer: C

QUESTION 3

What is one benefit of HPE OneView?

- A. unified management of user and device network access regardless of the connection type.
- B. unified platform for the delivery of software as a service (SaaS) applications to employee workstations.
- C. marketplace portal for line of business (LOB) users to self provision services.
- D. automation of server maintenance tasks such as system software updates.

Correct Answer: A

QUESTION 4

A customer has been using an HPE MSA 2040. but has grown significantly over the year. The customer wants a diskbased hybrid flash solution that will continue to grow with the business. Which HPE product meets the customer need?

A. HPE D6000.



- B. HPE StoreEasy 1640.
- C. HPE 3PAR StoreServ 8200.
- D. HPE StoreVirtual 3200.

Correct Answer: D

QUESTION 5

A customer wants a wireless solution that is easy to deploy and expand. Which Aruba Instant AP benefit should you explain?

A. The APs integrate with HPE OneView. which provides automatic provisioning for them.

B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.

C. The APs are ready to become discovered and controlled by an Aruba controller out of the box.

D. The customer only needs to configure one AP: other APs automatically take their configuration from it.

Correct Answer: B

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