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Introduction to Selling HPE Solutions

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QUESTION 1

What is one way that HPE stands out in the server market?

- A. The HPE server portfolio offers many diverse architectures and a management platform designed for each architecture.
- B. HPE offers the only end-to-end data center management environment.
- C. The HPE server portfolio is focused on the SMB market.
- D. HPE products are consistently less expensive then competing servers.

Correct Answer: B

QUESTION 2

A new Customer wants to purchase the first server for a small office environment. The server will support basic business applications such as resource and file sharing. Which server best suits these needs?

- A. HPE ProLiant MicroServer
- B. HPE ProLiant BL660c Gen9
- C. HPE ProLiant DL120 Gen9
- D. DL360 Gen9

Correct Answer: D

QUESTION 3

A customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirements?

- A. HPE ProLiant SL4540
- B. HPE ProLiant BL660c
- C. HPE ProLiant ML 110
- D. HPE ProLiant DL 180

Correct Answer: D

QUESTION 4

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



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- 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

QUESTION 5

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

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