



Introduction to Selling HPE Solutions

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QUESTION 1

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

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 want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

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

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

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

D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

QUESTION 4

An SMB customer wants a storage appliance that provides a highly available backup architecture. Which HPE product line should you recommend?



- A. HPE StoreVirtual
- **B. HPE StoreEasy**
- C. HPE StoreServ
- D. HPE StoreOnce
- Correct Answer: A

QUESTION 5

Which server series constitutes the rack server line of products from HPE?

- A. DL Series.
- B. ML Series.
- C. RL Series.
- D. BL Series.
- Correct Answer: A

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