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QUESTION 1

What is the challenge that can drive customers to HPE software-defined solutions?

A. Users find it too slow to run cloud-based applications over the legacy network.

B. The data center lacks clearly defined siloes for compute, storage, and networking.

C. Too much automation in the data center has introduced errors and unplanned downtime.

D. The company lacks control and oversight over difficult-to-manage cloud services.

Correct Answer: B

QUESTION 2

Which is an example of value-based selling?

A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify management.

B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.

C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.

D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

Correct Answer: D

QUESTION 3

Your customer needs the highest level of availability and resiliency with scaleout performance to meet service level agreements (SLAs). Which HPE solution should you suggest?

A. HPE Nimble

B. HPE StoreOnce

C. HPE MSA

D. HPE 3PAR

Correct Answer: D

QUESTION 4

What benefit does HPE Cloud Cruiser provide?

A. a single management platform for public cloud services and traditional on-premises environment

B. redundant storage services that work with customers\\' choice of public clouds

C. advisory services that help customers determine how to migrate workloads to the cloud

D. a portal for monitoring, managing, and optimizing HPE consumption-based IT services

Correct Answer: D

QUESTION 5

What steps are necessary for companies that want to use data to transform digitally?

A. Increase the amount of data gathered and use intelligent storage to manage and interpret it.

B. Improve resiliency by storing data in multiple public clouds and require each service provider to strengthen security measures.

C. Inquire all data to be stored in the cloud and rely on the cloud service provider to extract insights.

D. Focus on gathering data at the edge and secure that data using Artificial Intelligence (AI)

Correct Answer: D

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