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QUESTION 1

For which customer would you recommend the HPE ProLiant DL380 Gen10 Server?

A. A customer needs an affordable server for a home office.

B. A customer is looking for a tower server for a remote office.

C. A customer wants a server to run low scale file and print.

D. A customer wants to run multiple workloads on the same server.

Correct Answer: D

QUESTION 2

Which challenge might you face when discussing server solutions with your SMB?

A. A majority of SMBs do not plan to upgrade their infrastructure over the next two years.

B. They think "one size fits all," meaning that vendors offer one server that meets the needs of 90% of SMBs.

C. They are not very concerned about cyber attacks so security is not a top priority for them.

D. SMBs with few IT resources may be considering public cloud solutions.

Correct Answer: D

QUESTION 3

What is a distinctive benefit of HPE GreenLake Flex Capacity?

A. Customers have the choice of using CAPEX or OPEX as the funding model.

B. Customers amortize on-premises assets, reducing their value gradually over time.

C. Customers have a use-based, monthly payment based on their solution.

D. Customers use a flexible CAPEX funding model.

Correct Answer: C

Reference: https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-7324ENW.pdf

QUESTION 4

Your customer explains that downtime costs the company too much time and money. The customer wants to build resiliency into the wired network.

Which switch supports the virtual switching framework (VSF) providing resiliency at the access layer?

A. Aruba 2530 Series Switch

B. Aruba 2930F Series Switch

C. Aruba 2540 Series Switch

D. Aruba 3810M Series Switch

Correct Answer: B

Reference: https://support.hpe.com/hpsc/doc/public/display?docId=emr_na-c05224712

QUESTION 5

What are business values of HPE SimpliVity? (Select two.)

A. SimpliVity eliminates the need for data center core switches.

B. SimpliVity integrates up to five core data center activities, simplifying IT operations.

C. A majority of companies using HPE SimpliVity report a dramatic improvement in application performance.

D. Companies can deploy services and applications more quickly, allowing IT to focus on innovation.

E. IT can choose from a suite of management tools, allowing them to use the tool that is best suited for their IT staff\\'s skill sets.

Correct Answer: CD

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