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QUESTION 1

Which discovery question would you use to determine if a customer is an ideal candidate for an Aruba wired solution?

- A. How is your current network performing, especially during times of peak usage?
- B. What type of devices do your employees use to access the wireless network?
- C. Do you have the budget for a large capital expenditure this year?
- D. Do you have an inhouse IT staff, or do you rely on a service provider to install IT infrastructure devices?

Correct Answer: A

QUESTION 2

Which describes the HPE SimpliVity 380?

- A. Software-defined and hardware optimized
- B. Built on the HPE Apollo Gen10 Server
- C. Designed specifically for companies that need a VDI solution but have space constraints
- D. Optimized for compute-intensive workloads, rather than storage-intensive workloads

Correct Answer: A

QUESTION 3

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

QUESTION 4



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 5

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>

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