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QUESTION 1

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company's needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?
- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

QUESTION 2

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customer's data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B

Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

QUESTION 3

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B



QUESTION 4

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>

QUESTION 5

What is an appropriate discovery question for uncovering a customer's need for an HPE composable infrastructure solution?

- A. How much insight do you have into your public cloud spending?
- B. What do you understand about APIs and how they work?
- C. What are your plans for implementing storage class memory (SCM) now and in the future?
- D. What are your plans for automating operations and simplifying management?

Correct Answer: D

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