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QUESTION 1

Which feature of HPEGen10 servers prevents compromised firmware from booting?

- A. silicon root of trust
- B. built-in persistence
- C. intelligent system tuning
- D. next-generation CPUs

Correct Answer: A

QUESTION 2

Which competitive advantage did HPE strengthen with the acquisition of SGI?

- A. its leading position in the highperformance computing (HPC) market
- B. its domination of the modern, mobility-first networking space
- C. its broad range of all flash and hybrid flash storage solutions
- D. its place at the forefront of mid-to-large scale object storage platforms

Correct Answer: A

QUESTION 3

Which compelling statistic can you share with customers who are not familiar with the success that HPE has with services engagements?

- A. After an HPE Services engagement, 99% of customers purchase additional HPE solutions.
- B. HPE partners bring over 25,000 services engagements to HPE annually.
- C. The customer satisfaction rating for HPE Services is close to 100%.
- D. Approximately 2,500 HPE Services specialists join the worldwide HPE team annually.

Correct Answer: C

QUESTION 4

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.



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- B. Focus on the way public cloud solutions can speed delivery of services and applications.
 - C. Help them elevate digital transformation from an incubation project to a business imperative.
 - D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Correct Answer: B

QUESTION 5

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the timesince the customer\\'s last network refresh
- B. the customer\\'s data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Correct Answer: B

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