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QUESTION 1

Which HPE acquisition provides solutions that help customers secure their IoT devices?

- A. Cloud Cruiser
- B. SimpliVity
- C. Niara
- D. SGI

Correct Answer: C

QUESTION 2

What is a simple way to describe digital transformation to customers?

- A. IoT devices are replacing traditional desktop computers.
- B. Everything around us is becoming connected and sharing data.
- C. Apps and data are merging into a single platform.
- D. New apps are being created to stop data from growing so quickly.

Correct Answer: B

QUESTION 3

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

- A. The customer needs coverage outside normal business hours.
- B. The customer needs replacement of defective parts.
- C. The customer is responsible for paying shipping costs for replacement parts.
- D. The customer must prove that they did not cause the problem by misconfiguring the product.

Correct Answer: A

QUESTION 4

Which customer need is often associated with Platform as a Service (PaaS)?

- A. the need for a more cost effective way for employees to access applications.



- B. the need for a faster way to deploy virtual machines (VMs)
- C. the need for an on-demand model for scaling big data storage
- D. the need for a faster delivery of development environments for cloud-native app

Correct Answer: D

Explanation: https://www.hpe.com/emea_europe/en/what-is/paas.html

QUESTION 5

Which type of support is provided by the Professional Services area of HPE Pointnext?

- A. designing, building, and optimizing solutions
- B. delivering it as aService
- C. accelerating DevOps to build and deliver new apps and services
- D. setting up a new funding strategy to pay for services as they are used

Correct Answer: B

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