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NEW QUESTION: 1
A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?
A. With HPE GreenLake, the costs will be thesame every month, so customers can better plan their OpEx spending.
B. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.
C. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
D. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 2
Which correctly describes how customers are using public cloud today?
A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
B. A majority of customers now run the majority of their workloads in the public cloud.
C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.
Answer: D (LEAVE A REPLY)
Reference:
https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-compared-aws- outposts-vs-azure-stack-vs-google-anthos.html

NEW QUESTION: 3
For which customers does the HPE 100% Availability Guarantee apply?
A. For all customers with any HPE storage array
B. For all customers with HPE Nimble and HPE RMC
C. For all customers with any HPE storage array and HPE Datacenter support or higher
D. For all customers with HPE Primera and HPE Proactive Care or higher support
Answer: D (LEAVE A REPLY)
Reference:
https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw

NEW QUESTION: 4
Which correctly describes how customers are using public cloud today?
A. Most customers are using public cloud services, but only a smallminority of workloads actually run in the public cloud.
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C. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.
D. A majority of customers now run the majority of their workloads in the public cloud.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 5
What is one way that HPE helps customers to make their data center more agile?
A. The HPE Unified API is an AI-driven engine for helping customers to analyze and optimize their workloads.
B. HPE InfoSight helps customers to reduce the scripts that they use to provision servers from hundreds of lines to one.
C. HPE Composable Fabric solutions help customers to gain more visibility into where their data is stored on- prem or in the cloud.
D. HPE Composable Infrastructure solutions help customers to compose compute and storage for workloads on demand.
Answer: D (LEAVE A REPLY)
Reference:
https://www.hpe.com/us/en/integrated-systems/synergy.html

NEW QUESTION: 6
Which benefit is offered by a traditional on-prem solution?
A. The ability to implement strong security measures.
B. Access to shared resources that reduces the risk of down-time to an absolute minimum.
C. Capacity adaption that eliminates the need for over-provisioning
D. Flexible capacity that offers rapid scalability to meet processing and storage demands.

Answer: (SHOW ANSWER)

NEW QUESTION: 7
What is an accurate, helpful description of HPE GreenLake?
A. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
B. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
C. HPE GreenLake is a fully customizable, consumption-based IT solution, which givescustomers pay-as- you-go funding.
D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 8
Why is a Unified API a critical component of composability?
A. It is exposes the Artificial Intelligence (AI) features that are embedded in HPE InfoSight.
B. It provides a container run-time environment for DevOps, which speeds up application development.
C. It enables customers to use the tools they prefer to further orchestrate their environment.
D. It helps customers establish silos for different workloads, making it easier to manage the infrastructure.
Answer: (SHOW ANSWER)
Reference:
https://h20195.www2.hpe.com/V2/getpdf.aspx/4AA5-8813ENW.pdf? (8)

NEW QUESTION: 9
What is a use case for Microsoft Azure Private Cloud?
A. A company wants to apply pay-as-you-go funding to all their IT services.
B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
D. A company wants to find a service provider that can offer private cloud as-a-service.
Answer: B (LEAVE A REPLY)
Reference:
https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack

NEW QUESTION: 10

What is one benefit of the HPE acquisition of MapR for HPE customers?
A. HPE has added MapR's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.
B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.
D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
Answer: (SHOW ANSWER)
Reference:
https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligent-data- platform-with-acquisition-of-mapr-business-assets.html

NEW QUESTION: 11
What is one benefit of the HPE GreenLake workloads?
A. They include all of the solutions available through HPE GreenLake.
B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.
C. They decrease the time it takes sales professionals to provide a quote.
D. They are the only solutions that can be run in co-locations.
Answer: (SHOW ANSWER)
Reference:
https://www.hpe.com/us/en/greenlake/workloads.html

NEW QUESTION: 12
What is an accurate, helpful description of HPE GreenLake?
A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as- you-go funding.
B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.
Answer: A (LEAVE A REPLY)
Reference:
https://www.hpe.com/us/en/services/it-consumption.html

NEW QUESTION: 13

A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?
A. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
B. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
C. With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
D. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.
Section: (none)
Explanation
Answer: (SHOW ANSWER)

NEW QUESTION: 14
What is an accurate, helpful description of HPE GreenLake?
A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as- you-go funding.
B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.
Answer: A (LEAVE A REPLY)
Explanation/Reference: https://www.hpe.com/us/en/services/it-consumption.html

NEW QUESTION: 15
Which statement indicates that the customer could be a good candidate for HPE's composable and software- defined solutions?
A. "IoT is presenting a lot of security threats that we are not prepared to address."
B. "We want to upgrade our rack servers as simply as possible. We're not expanding quickly."
C. "We can't seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."
D. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."
Answer: D (LEAVE A REPLY)

NEW QUESTION: 16

Which is an appropriate discovery question to uncover a customer's need for an HPE Intelligent Data Platform?
A. "How much savings in capacity can you achieve through data compression?"
B. "What steps are you taking to ensure data availability across your organization?"
C. "What processes do you use to ensure that data remains secure in transit?"
D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"
Answer: (SHOW ANSWER)

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NEW QUESTION: 17
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 customers' 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.
Answer: (SHOW ANSWER)
Reference:
https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

NEW QUESTION: 18
What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?
A. The customer is looking for storage nodes for an object storage solution.
B. The customer is primarily concerned about avoiding and disruption to mission critical services.

C. The customer has aVMware environment and wants to migrate that to a hyperconverged solution.
D. The customer needs an easier way to migrate data between on-prem and the public cloud.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 19
A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?
A. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.
B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
C. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of on-prem and cloud nodes.
D. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 20
What is one challenge of implementing machine learning?
A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
B. Developers struggle to make decision makers see the value of machine learning.
C. Few models for artificial intelligence and machine learning exist yet.
D. Companies do not have enough data to implement machine learning.
Answer: A (LEAVE A REPLY)
Explanation/Reference: https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificial-intelligence- innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html

NEW QUESTION: 21
A customer asks you what makes OneView a worthwhile investment for the business. What is one thing that you should explain?
A. All ProLiant Gen10 servers come with Advanced OneView licenses, so OneView represents a no-cost investment.
B. OneView includes a cloud metering component that helps customers reduce their public cloud spending.
C. An IDC study showed that customers achievesignificantly lower downtime and faster provisioning with OneView.

D. Analysts agree that OneView's artificial intelligence (AI) engine gives customers valuable insights into their data platform.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 22
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. In the next two years, customers plan to move about 75 percent of workloads to public clouds.
C. A majority of customers have moved some cloud services back on-prem in the last year.
D. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
Answer: C (LEAVE A REPLY)

NEW QUESTION: 23
What is one distinguishing characteristic of HPE InfoSight?
A. It increases durability for data stored in the cloud by using multiple cloud providers.
B. It gives customers deep insight into the packets that flow across the data center and into the cloud.
C. It uses User and Endpoint Behavior Analysis (UEBA) to detect suspicious behavior.
D. It helps find issues that cut across siloes with cross-stack analytics.
Answer: D (LEAVE A REPLY)
Explanation/Reference: https://www.insight.com/maintenance/maintenance.html

NEW QUESTION: 24
What is guideline for tailoring the conversation to CEOs?
A. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.
B. Get the CEOs involved at the earliest stages whether they initially want to be or not.
C. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.
D. Keep the conversation focused on how HPE solutions help the customer solve business level needs.
Answer: (SHOW ANSWER)

NEW QUESTION: 25
What is one distinguishing feature of HPE Pointnext?
A. It is the research lab where HPE develops the disruptive technologies of tomorrow.
B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.

C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.
D. It provides customers with compute, storage, and networking products that are not yet generally available.
Answer: B (LEAVE A REPLY)
Reference:
https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expands-datacenter- care-services-to-empower-todays-modern-business.html

NEW QUESTION: 26
What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?
A. "What goals are you trying to achieve with your hybrid cloud environment - and what stands in the way?"
B. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
D. "Let's talk about how much memory capacity HPE servers have as opposed to white box servers."
Answer: A (LEAVE A REPLY)

NEW QUESTION: 27
What is one challenge many customers face in implementing containers?
A. Their environments are virtualized, and containers and virtualization cannot coexist.
B. The options for container solutions can be confusing to distinguish.
C. While IT sees the value of containers, developers are reluctant to deploy them.
D. There are not enough options for container solutions in the market.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 28
You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as part of the conversation?
A. Challenges in the cultural changes required to embrace the optimization offered by AI.
B. Challenges in helping the company manage a lower than expected growth rate of 2%.
C. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
D. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 29
What is oneway HPE differentiates itself as a provider of hybrid cloud solutions?
A. HPE enables companies to customize their solutions with a Unified API
B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
C. HPE providesdevelopment tools for public and private clouds
D. HPE provides a superior public cloud experience and seamless integration with private clouds
Answer: (SHOW ANSWER)

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