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QUESTION 1

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

- A. They are skeptical that it will provide a return on investment.
- B. They have completed their digital transformation products and are turning their attention to the next trend.
- C. They are committed to it and have formed dedicated digital transformation teams.
- D. They are waiting to see if their competitors are successful in implementing it.

Correct Answer: C

QUESTION 2

What is one trend that is driving customers to implement Hadoop?

- A. the development of SQL databases
- B. the shift toward systems of record
- C. the proliferation of unstructured data
- D. the expansion of structured data

Correct Answer: C

QUESTION 3

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. In 2017 a majority of companies moved their services from private cloud to public cloud.
- B. By 2018 a majority of companies will increase their IT budgets by 25%.
- C. By 2019 a majority of companies will be using leasing options.
- D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Correct Answer: C

QUESTION 4

Why is it important to meet with other influential decision makers in a company?

- A. It allows you to present technical information about products to executives outside of IT.
- B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical



roles.

C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.

D. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.

Correct Answer: B

QUESTION 5

What is one distinguishing feature of Aruba solutions for retail customers?

A. Aruba ClearPass simplifies the deployment of access points (APs) at small branch sites such as retail outlets.

B. Aruba unified communications (UC) solutions provide a cost-effective, but feature-rich alternative to Microsoft Skype for Business.

C. Aruba high performance computing (HPC) solutions are cost-effective enough for retailers to use at the network edge.

D. Aruba Location Services help retailers engage with their customers with wayfinding tools and context-based notifications.

Correct Answer: D

Reference: <https://unacast.s3.amazonaws.com/c0290a0618cd4c939292ef7a745c2654.pdf>

QUESTION 6

Which customer would be a good candidate for HPE Flexible Capacity?

A. a company that is purchasing some services in public cloud but is concerned about public cloud security

B. a company that recently updated their data center and anticipates no further updates for at least a year

C. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model

D. a small company that wants to move from a small on-premises network to public cloud

Correct Answer: A

QUESTION 7

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

A. the time since 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

QUESTION 8

What, primarily, is driving the need for customers to transform to hybrid IT?

- A. mounting pressure for companies to secure their data from cyber attacks, regardless of where it is stored
- B. the need for applications to run in traditional, public cloud, and private cloud
- C. the emphasis on wireless, rather than wired, access in campus networks
- D. companies' inability to fund public cloud projects, creating a greater need for traditional IT

Correct Answer: B

QUESTION 9

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company needs monitoring 24x7.
- B. The company wants reports that are tailored for them.
- C. The company needs a dedicated HPE Account Support Manager (ASM).
- D. The company wants enhanced call handling.

Correct Answer: C

QUESTION 10

Which business sector is an ideal target for HPE intelligent Edge solutions that help to transform the customer experience?

- A. government
- B. manufacturing
- C. shipping
- D. hospitality

Correct Answer: B



QUESTION 11

What is one trend that drives the need for HPE Intelligent Edge solutions?

- A. a more cautious approach to as-a-service solutions
- B. the need to shift from aCAPEX to an OPEX funding model.
- C. demands for more rapid provisioning of applications.
- D. a workforce that is much more mobile and collaborative.

Correct Answer: D

QUESTION 12

What is one way to explain the benefits of HPE Synergy fluid resource pools to a customer?

- A. Fluid resource pools support workload-specific processing, which optimizes task processing.
- B. Fluid resource pools offer always-on data deduplication and compression.
- C. Fluid resource pools liberate resources stranded in silos, which reduces over-provisioning and CAPEX.
- D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Correct Answer: A

QUESTION 13

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. VDI often provides twice the performance of traditional desktop infrastructure.
- B. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- C. VDI ensures that the data users access most often is stored locally and is easily accessible.
- D. IT can manage the desktop environment much more easily and quickly with VDI.

Correct Answer: D

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