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Questions & Answers

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Question: 1

What is one distinguishing value of as-a-service solutions for customers?

A. Customers are guaranteed a lower total cost of ownership (TCO) for the solution.
B. Customers receive greater tax benefits by shifting to an as-a-service funding model.
C. Customers gain ongoing access to the latest technologies through continuous upgrades.
D. Customers are able to fund larger infrastructure solutions through a "lease-to own" model.

Answer: C

Question: 2

What is one advantage of hybrid cloud for customers?

A. Hybrid cloud enables customers to eliminate the use of complex private cloud technologies.
B. Hybrid cloud helps customers to reduce their spending on expensive virtualization licenses.
C. Hybrid cloud helps customers better control their data and where they store that data.
D. Hybrid cloud ensures that customers can use a pay-as-you-go spending model for all of their resources.

Answer: A

Question: 3

Which benefit does the HPE SimpliVity Accelerator Card provide?

A. It provides GPU acceleration for graphical applications, modeling applications, and deep learning.
B. It provides high-speed Ethernet connectivity between cluster nodes to ensure low latency communications.
C. It performs deduplication and compression so that the node can dedicate compute to supporting VMs.
D. It uses InfiniBand to ensure high-speed, high-throughput communications between cluster nodes.

Answer: C

Question: 4

You are proposing Aruba ESP (Edge Services Platform) to a medium-sized company. What should you

emphasize about the IT operational values of Aruba ESP?

A. Aruba ESP is one-size-fits-all, providing a plug-and-play solution that requires no configuration.
B. Aruba ESP is tunable, enabling IT to choose many different settings for a broad array of features.
C. Aruba ESP is specialized, giving each IT team its own optimized tool for managing the network.
D. Aruba ESP is automated, reducing manual input, saving time, and reducing risk.

Answer: D

Question: 5

You are meeting with a customer who needs to refresh their HPE ProLiant DL360 Gen9 servers. The customer is interested in consolidating compute and storage siloes and simplifying management. However, when you mention hyperconvergence, the customer objects that the company's workloads are unpredictable, and she wants to maintain the freedom to add storage and compute, separately, as needed. What solution should you position for this customer?

A. HPE Nimble Storage dHCI
B. HPE SimpliVity
C. HPE Primera
D. HPE MSA

Answer: A

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