Hewlett Packard Enterprise

HPE0-V27

HPE Edge-to-Cloud Solutions

HP

Exam HPE0-V27

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Version: 3.0

[Total Questions: 83]

Question No : 1

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

A. It automatically deploys patches to all desktops at the network edge.
B. It ensures that all data remains securely in the data center.
C. It includes security monitoring as a service as part of the solution.
D. It embeds a silicon root of trust in every desktop.

Answer: B

Question No : 2

Which of the following is an example of an IT industry architecture that is commonly used in HPE Edge-to-Cloud Solutions?

A. Virtualization
B. Artificial intelligence
C. Blockchain
D. Augmented reality

Answer: A

Question No : 3

When designing and architecting a solution based on customer requirements, which of the following is necessary?

A. Qualifying the customer requirements
B. Selecting the right HPE and 3rd party products and services
C. Documenting customer intent
D. Planning the solution design

Answer: A

Question No : 4

How does HPE Flexible Capacity benefit customers?

A. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
B. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
C. It allows them to have the infrastructure capacity that they need but pay only for what they use.
D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Answer: C

Question No : 5

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

A. The customer wants to modernize mobile endpoints.
B. The customer wants to modernize applications.
C. The customer wants to modernize the data center.
D. The customer wants to modernize IT operations.

Answer: A

Question No : 6

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

A. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
C. increasing marketing budgets for server, storage, and hyperconverged products
D. making strategic acquisitions that enable them to deliver complete solutions
E. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

Answer: A,D

Question No : 7

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

A. HPE SGI
B. HPE Synergy
C. HPE ProLiant Gen10
D. HPE Nimble

Answer: B

Question No : 8

You have identified a potential hybrid IT prospect. In your next conversation, you learn thatthe customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

A. Take a services-led approach to transform the customer data environment with cloud storage solutions.
B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.
C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.
D. Take a services-led approach to transform the customer data center into a full software-defined infrastructure.

Answer: D

Question No : 9

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

A. HPE lets the customer maintain workloads/applications on Dare metal white providing much of the automation and flexibility associated with visualization.
B. HPE has found that most performance issues with virtualization arise from insufficientremote storage, and HPE has industry leading storage solutions.

C. HPE integrates with leading visualization vendors to enhance the efficiency of the visualization layer and boost compute there.

D. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

Answer: C

Question No : 10

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

Answer: C

Question No : 11

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
C. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.
D. HPE recommends against open source-based solutions because they tend to lock customers in.

Answer: C

Question No : 12

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

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

Answer: C

Question No : 13

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

A. Developers need to accelerate their development cycles for mobile apps.
B. Clients are asking for services that the business does not currently offer.
C. IT is struggling to keep up with the amount of data that the business is generating.
D. The customer needs to streamline the onboarding process for personal devices.

Answer: B

Question No : 14

What is the appropriate use case for a traditional solution?

A. When high-speed network connectivity is not required
B. When scalability and flexibility are critical requirements
C. When data needs to be stored in a public cloud
D. When legacy systems are still in use

Answer: D

Question No : 15

When assessing the potential impact of an HPE Edge-to-Cloud solution on an organization's existing infrastructure, which of the following is a key consideration?

A. Ensuring that the solution aligns with the latest technology trends
B. Determining the budget for the project before assessing the impact
C. Analyzing the solution's potential impact on existing business processes and systems

D. Avoiding any customization to minimize complexity

Answer: C

Question No : 16

What is the current impact of big data and Hadoop on enterprise data centers?

A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Answer: C

Question No : 17

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
C. "We are placing limits on the use of employees' personal devices in the workplace."
D. "We cannot keep up with the number of requests for guests to join our network."

Answer: A

Question No : 18

Which question can help you uncover a customer's desired business outcomes?

A. Which areas of your business are over performing and underperforming?
B. Which IT solution do you think would deliver the most value to your business?
C. What kind of a return on investment do you expect for your IT projects?
D. How will you fund your company's digital transformation?

Answer: A

Question No : 19

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.
B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.
C. HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).
D. HPE has developed vertical-specific variations of its analytic software solutions.

Answer: B

Question No : 20

What is a sign that a business is ready to modernize their IT infrastructure?

A. Executives accept that modernizing the infrastructure will take several years to complete.
B. The company wants to enhance customers' experience and gather data to uncover insights about customers.
C. Executives understand the need to automate IT in order to implement new technologies.
D. IT managers want to maintain control of the IT infrastructure by ensuring that traditional IT processes remain intact.

Answer: C

Question No : 21

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.

Answer: A

Question No : 22

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.
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.

Answer: B

Question No : 23

What is one way Aruba networking solutions improve the user experience?

A. by providing high-speed Wi-Fi with wire-like reliability
B. by giving mobile devices highest priority on the network
C. by redirecting compute-intensive apps to wired connections
D. by ensuring all forms of traffic are treated in the same way

Answer: A

Question No : 24