Question No:1
What is a key distinguishing feature of HPE MSA 2052 solutions?

A. wide array of individually purchased software options
B. cloud-based management
C. predictive analytics
D. all-inclusive storage software suites

Answer: D

Question No:2
What is a typical use case for an HPE simpliVity solution?

A. entry-level SAN for a customer that has outgrown DAS
B. efficient storage for a highly virtualized environment
C. low-cost data archival for regulatory compliance
D. high-speed backup and recovery for business-critical disaster recovery

Answer: D

Question No:3
A customer needs scalable performance for a demanding, business-critical application and wants to upgrade to a four-processor server. Which server should you recommend?

A. HPE ProLiant DL360 Gen10
B. HPE ProLiant DL380 Gen10
C. MPE ProLiant ML110 Geni0
D. HPE ProLiant DL560 Geni0
Answer: A

Question No: 4
What is a key selling point for HPE OfficeConnect solutions?

A. limited lifetime warranty
B. HPE Smart Rate ports
C. Virtual Switching Framework (VSF)
D. a built-in firewall

Answer: A

Question No: 5
According to industry analysts, what is the attitude of most small- to medium-sized companies toward the future?

A. They are confident because new technologies help them better compete with larger companies.
B. They are cautious about hiring millennials who could disrupt the work environment.
C. They are pessimistic because technologies such as the Industrial Internet of Things (IoT) do not have practical application for companies yet.
D. They are reassured by signs of stability in the global political and economic climate.

Answer: A

Question No: 6
A customer needs to be able to manage their servers from anywhere. Which HPE server management tool enables them to do this?

A. Unified Extensible Firmware Interface (UEFI)
B. Intelligent Provisioning
C. Easy Connect
D. Integrated Lights Out (iLO)

Answer: D

Question No:7
Which customer characteristic can indicate that you have an opportunity for selling HPE storage solutions?

A. The customer wants to virtualize services and consolidate their IT infrastructure.
B. The customer requires high-speed data access from anywhere on any device.
C. The customer is planning to use more memory-driven computing.
D. The customer wants to simplify by eliminating the SAN and expanding DAS.

Answer: A

Question No:8
What are typical data storage needs for small- to medium-sized business customers?

A. Most customers are trying to trade expensive flash solutions for more cost-effective and resilient hard disk solutions.
B. Most customers want solutions that balance affordability with scalability and resiliency
C. Most customers have evolved beyond software-defined storage and now want to store all data in fabric-attached storage
D. Most customers are looking for the lowest cost storage possible because availability is not important to small- to medium-sized businesses.

Answer: B

Question No:9
Which storage solution is a good fit for a customer who is ready to take their first steps into flash but prefers traditional SAN?

A. HPE StoreEasy
Question No:10
What are HPE Gen10 enhancements that differentiate HPE from our competition? (Select two.)
A. cloud-based management with HPE Insight Online
B. silicon root of trust
C. persistent memory
D. subscription-based managed servers
E. built-in support for ClearOS

Answer: B,C

Question No:11
A customer is interested in upgrading the company’s wireless solutions to Aruba Instant APs. Which upsell opportunity does this present for a wired solution?

A. Any customer who purchases Aruba APs is a right fit for HPE OfficeConnect unmanaged switches so you have a good opportunity for the HPE OfficeConnect 1420 Switch Series
B. The customer has taken the first steps, but Aruba wireless technologies require an Aruba wired environment to function properly and deliver business benefits.
C. The customer is clearly ready for a change which means they might be interested in revamping their entire WLAN infrastructure as well
D. The customer needs a strong wired backend to keep up with faster wireless speeds and increased throughput for bandwidth-intensive application demands

Answer: D
Question No:12
You want to qualify a customer for HPE Pointnext services. Which question is most relevant for opening the conversation?

A. "Which applications and services do you plan to virtualize over the next year?"
B. "What type of technical expertise does your business need to achieve your desired business outcomes?"
C. "Is your data growing faster than your databases can handle?"
D. "Which lines of business managers are most important to your IT decision making process?"

Answer: B

Question No:13
How can drawing the customer's infrastructure on a whiteboard benefit you while qualifying the networking opportunity?

A. Drawing items on the whiteboard gives you time to reflect on what the customer has told you without needing to keep up with the conversation.
B. This method makes the meeting more collaborative and gives the customer a chance to validate your understanding of the environment.
C. You can draw an in-depth specific network design and ask your customer questions about it to gauge the customer's IT knowledge.
D. You can convince the customer to trust your vision for the network because you have more knowledge and experience.

Answer: B

Question No:14
Which HPE solution is designed to enable customers to analyze large data sets in real-time?

A. HPE OneView
B. HPE ProLiant DL160
C. The Machine