Question No : 1
You are talking to a senior IT manager. Who tells you that IT is looking for a better way to manage virtual overlays? What opportunity have you uncovered?

A. HPE Helton opportunity
B. HPE Networking opportunity
C. HPE Storage opportunity
D. HPE Server Opportunity

Answer: B

Question No : 2
What type of stronge architecture do customers need in order to sport a private cloud or a hybrid cloud solution?

A. One that is flexible for different uses
B. On that is embedded with proprietary cloud management technologies.
C. On that is controlled by a dedicated storage management interface.
D. One that is defined by the underlying hardware.

Answer: D

Question No : 3
You are meeting with a customer who wants to gain a competitive advantage by making his company's data center more agile. Which question helps you validate the opportunity for selling HPE networking solutions to this customer?

A. Have you thought about software-defined networking (SON) and the benefits it will bring to your business?
B. How do you ensure constant performance for variable workloads?
C. What is your disaster recovery (DR) strategy for critical apps?

D. How do you define good utilization and manage your utilization capacity?

Answer: A

Question No : 4
Which qualifying question could you ask to validate the opportunity for selling HPE OneView?

A. Have you considered a server solution that can be integrated as a snap-in to the HP networking management tool Intelligent Management Center (IMC)?

B. Does your company need an industry-standard solution that validates wireless and wired user login requests?

C. Do you need a comprehensive Bring Your Own Device (BYOD) solution that enable self-registration for guest users?

D. Have you considered a converged solution that spans servers, storage, and network and both physical virtual resources?

Answer: D

Question No : 5
Which HPE solution family is designed to meet the need for Big Data and high performance computing (HPC)?

A. HPE Apollo

B. HPE Moonshot

C. HPE ProLiant

D. HPE Integrity

Answer: A

Question No : 6 DRAG DROP
Drag and drop each distinguishing feature to the Hewlett Packard Enterprise solution that provides it.

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Question No : 7
How does the trend of customers moving to cloud solutions increase your sales opportunities?

A. You can batter focus on selling customers traditional infrastructure in the areas unaffected by cloud, compute and storage.

B. You can offer a promotion in which you buy back customers’ infrastructure in return for a discount on PHE public cloud services.

C. You can warn customers of the dangers of implementing cloud services, winning a role as a trusted advisor.

D. You can offer a hybrid solution that keeps some workloads on-premise, based on the customers’ unique needs.

Answer: D
Question No : 8
What is one benefit of HPE Store-Virtual solutions?

A. Speed up recovery time using a flash optimized architecture
B. Reduce energy costs and the data center footprint
C. Reduce complexity by providing only the features that small-to-medium businesses (SMS) need
D. Provide a proprietary management console, allowing IT to manage both servers and storage devices

Answer: B

Question No : 9
A mid-sized customer wants to move to the cloud so that they can pay only for the infrastructure resources they need. Which HPE Services offering offers elastic Infrastructure as a Service (IaaS) for customers?

A. Datacenter Care
B. Flexible Capacity
C. Datacenter Infrastructure Automation
D. Software-Defined Infrastructure (SDI)

Answer: B

Question No : 10
CIOs are concerned about the integrity of their data in a cloud environment. How does the HPE hybrid infrastructure address this concern?

A. HPE provides a one-size fits all implementation, which has been rigorously tested to guarantee data integrity
B. HPE solutions are designed to store data exclusively on-premises, securely behind the company firewall.
C. HPE provides a proprietary, single-vendor solution, eliminating security gaps that can occur with multi-vendor hybrid infrastructure solutions.

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D. HPE solutions are designed to protect against the loss or mismanagement of data that can occur with rapid data growth.

Answer: D

Question No : 11
Which customer presents the most immediate opportunity for HPE Network Protector SON Application?

A. A mid-sized company that experienced a security breach because an employee’s account was compromised
B. A small company that is looking for new malware-detection software
C. A mid-sized company wants a solution that detects rogue Access Points (APS)
D. A large customer that wants to implement stronger access controls

Answer: A

Question No : 12
For which type of company should you suggest HPE Moonshoot?

A. Companies that are highly focused on big data
B. Companies that need a server that is optimized for specialized workloads such as media processing.
C. Small businesses that want a bundled Converged System solution
D. Companies that need servers which are designed for virtualization density

Answer: D

Question No : 13
What is one way that Hewlett Packard Enterprise services and solutions help to address the challenges created by the new IT trends?

A. They eliminate the risks created by the shift away from mobility and toward wired connectivity.
B. They give customers the ability to harness the explosion of data.