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QUESTION 1

Which of the following is necessary when architecting and designing an HPE solution based on customer needs?

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

Correct Answer: A

QUESTION 2

What is a key difference between a public cloud and a private cloud?

- A. Public clouds are owned by individual companies, while private clouds are owned by the government
- B. Public clouds are hosted on-premises, while private clouds are hosted off-premises
- C. Public clouds are open to the general public, while private clouds are only accessible to specific users
- D. Public clouds are designed for small-scale operations, while private clouds are designed for large-scale operations

Correct Answer: C

QUESTION 3

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 4

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

- A. The company wants reports that are tailored for them.



- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Correct Answer: D

QUESTION 5

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

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

Correct Answer: C

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