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QUESTION 1

How does HPE OneSphere help customers to control cloud spending?

A. HPE OneSphere uses AI to improve performance for cloud workloads, enabling the customer to pay for fewer resources for each workload.

B. HPE unifies payments for all cloud environments under a single payment managed through the HPE OneSphere service.

C. HPE OneSphere provides a dashboard with real-time cost and utilization metrics across multiple cloud environments.

D. HPE OneSphere moves all cloud workloads back on-premises and then provides a pay-per-use model for the on-premises workloads.

Correct Answer: C

QUESTION 2

Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

A. HPE OneSphere

B. HPE OneView

C. HPE GreenLake Flex Capacity

D. HPE StoreOnce Catalyst

Correct Answer: AC

QUESTION 3

Which type of digital disruption technology is key to obtaining insights from the data companies collect?

A. Composable infrastructure

B. Artificial intelligence

C. DevOps

D. Augmented reality

Correct Answer: B

QUESTION 4

Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be.

Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

A. Intelligent storage solutions

B. Everything as a Service solutions

C. Software-defined solutions

D. Hybrid cloud solutions

Correct Answer: A

Intelligent storage is a storage system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data.

QUESTION 5

You explain that HPE OneView and HPE infrastructure support a unified API, and the customer asks what that means to the business. What should explain?

A. The HPE Unified API consolidate all warranty and support information about the customer\'s solution into a single interface, reducing management time.

B. The HPE Unified API enables customer to integrate third-party automation tools and provision infrastructure in one code, simplifying and accelerating IT.

C. The HPE Unified API transforms legacy rack servers into hyper converged servers, which provide built-in data protection for the customer\'s valuable data.

D. The HPE Unified API provides customers a single interface for their multi-cloud environment, giving customer more control and visibility into workloads.

Correct Answer: B

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