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QUESTION 1

What is a benefit of an HPE GreenLake Flex Capacity solution?

A. It helps customers optimize cloud storage capacity with dashboards geared toward IT generalists.

B. It distributes customer data among multiple clouds in order to increase resiliency.

C. It provides sophisticated metering that helps customers better understand their IT consumption.

D. It requires companies to move from a CapEx funding model to a lease, which includes a service level agreement (SLA).

Correct Answer: A

QUESTION 2

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tights budgets and cannot afford a large capital expenditure.

Which solution should you emphasize when talking with this customer? (Choose two.)

A. Data security and backup from HPE Recovery Manager Central

B. Pay-per-use consumption models from HPE GreenLake Flex Capacity

C. AI-driven automation from HPE InfoSight

D. Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage

E. Multi-cloud management and insights from HPE OneSphere

Correct Answer: BC

QUESTION 3

You are proposing HPE Synergy to a customer. The customer says that IT already uses tools such as Chef and Docker to automate configurations and asks what extra benefit Synergy will bring, what should you explain?

A. Synergy is programmed to run all workloads in containerized environments, which is ideal for a customer who already uses Docker, a container-based tool.

B. Synergy integrates with these tools and enables infrastructure to be composed for a workload within a single line of code rather than hundreds.

C. Synergy provides a single GUI with plug-ins to the interfaces for popular toots such as Chef and Docker, eliminating swivel-chair IT.

D. Synergy replaces third-party tools such as Chef and Docker, which saves the customer money in licensing fees and reduces the total cost of ownership (TCO).

Correct Answer: C

QUESTION 4

You are proposing an HPE storage solution for a customer. What is a benefit that HPE Financial Services for the solution can provide to the customer?

A. HPE Financial Services advice and consulting options help customers to optimize where they deploy data, either on-premises or in the cloud.

B. HPE Financial Services help customers to self-fund the storage solution by increasing efficiency and unlocking unused capacity.

C. HPE Financial Services help customers to finance their storage solution by reducing cloud storage costs and applying the savings to on-premises systems.

D. HPE Financial Services migrate and grow model eliminates the need for paying for two systems during future upgrades and data migration.

Correct Answer: D

QUESTION 5

What is the way disruptive technologies are effecting the security landscape?

A. Attackers are using Artificial intelligence to manipulate data so that companies cannot trust the integrity of the data.

B. Internet of Things (IoT) devices are making it easier for companies to secure their edge.

C. Ransomware attacks are no longer a threat because a majority of companies now patch their endpoints.

D. Fewer attacks are being launched on infrastructure devices as attackers focus their attention on phishing and ransomware attacks.

Correct Answer: D

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