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QUESTION 1

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

- A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.
- B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.
- C. The customer needs a storage solution that includes backup and replication capabilities.
- D. The customer is looking for a way to reduce the time it takes to provision and manage employees' desktops.

Correct Answer: A

QUESTION 2

Your SMB customer is concerned that wireless traffic weakens the company's network security. Which Aruba Instant APs (IAPs) built-in features should you emphasize when talking to the customer? (Select two.)

- A. IntroSpect
- B. Policy Enforcement Firewall
- C. Virtual Private Network (VPN)
- D. ClearPass
- E. RFProtect

Correct Answer: AC

Reference: <https://www.arubanetworks.com/products/security/>

QUESTION 3

You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?

- A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.
- B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.
- C. The company is growing slowly and is just beginning to gain some experience in managing databases.
- D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.

Correct Answer: D



QUESTION 4

Which is one challenge that SMB customers face in adopting cloud?

- A. They cannot find convenient services for their needs.
- B. They find that the cloud services are not agile enough.
- C. They need to maintain control and ensure data is secure.
- D. They tend to prefer CAPEX funding models over OPEX.

Correct Answer: C

Reference: <https://techaisle.com/blog/338-smb-and-midmarket-it-maturity-segments-cloud-adoptionchallenges>

QUESTION 5

An SMB customer has an expanding SQL database deployment and needs to virtualize and consolidate the storage for a more efficient solution. The customer wants a simple flash solution that gives great performance, and the customer does not care about having the broadest feature set or control over every configuration. Instead, the customer wants a solution that can be deployed in their virtualized environment without hassle and that offers data services such as optimization without a lot of turning from IT. Which HPE solution family should you recommend?

- A. HPE 3PAR
- B. HPE MSA
- C. HPE Nimble
- D. HPE StoreEasy

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/storage/vdi-storage.html

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