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QUESTION 1

You have qualified your customer for a storage virtualization use case. Your customer tells you about 45% of their servers are virtualized, but they need to improve scalability before they increase their virtualization.

Where is this customer in their virtualization journey?

A. Expanding

B. Getting started

C. Planning

D. Growing

Correct Answer: C

Reference: https://www.google.com/url? sa=tandrct=jandq=andesrc=sandsource=webandcd=1andved=2ahUKEwivkdD Q3NDjAhVUDWMBHXQHClwQFjAAegQI ARACandurl=ftp%3A%2F%2Fftp-boi.external.hp.com%2Fpub%2Fc-products% 2Fservers% 2Fvmware% 2F4AA0-5141ENW_Virt_Brochure_Jan09.pdfandusg=AOvVaw3V8z4xpE_gsWNCgj9w3kgM

QUESTION 2

Who is an ideal customer for HPE MSA?

A. A small company that is looking for an entry-level flash solution to be deployed in a SAN solution.

B. A mid-sized company that wants a direct-attached storage solution.

C. A mid-sized company that has mission-critical applications and requires 99.9999% availability.

D. A small customer that is looking for a backup and data protection solution.

Correct Answer: A

Reference: https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA5-6523ENW.pdf

QUESTION 3

For which customer would you recommend the HPE ProLiant DL380 Gen10 Server?

A. A customer needs an affordable server for a home office.

B. A customer is looking for a tower server for a remote office.

C. A customer wants a server to run low scale file and print.

D. A customer wants to run multiple workloads on the same server.

Correct Answer: D

QUESTION 4

A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

A. Zero touch management

B. Dynamic segmentation

C. Web content filtering

D. Adaptive Radio Management

E. ClientMatch

Correct Answer: BE

QUESTION 5

Which statement reflects the role of business managers in purchasing IT solutions for SMBs?

A. They are involved in every step of the process and are the primary decision makers in needs assessment and identifying solution options.

B. They are kept informed of IT\'s progress in evaluating solutions and then approve the budget for actually purchasing the solutions.

C. They are consulted in the needs assessment step but do not have a significant role in the remaining steps of the buying process.

D. They are engaged in the first three steps of the buying process, but do not participate in evaluating and selecting the solution.

Correct Answer: A

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