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QUESTION 1

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 2

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 3

Which question can open the discussion for solutions such as HPE StoreOnce and HPE Nimble Adaptive Flash Arrays with Veeam?

A. How agile are your DevOps processes?

B. What level of performance do your databases require?

C. How virtualized is your environment?

D. What effects do downtime have on your business?

Correct Answer: C

QUESTION 4

Your customer explains that downtime costs the company too much time and money. The customer wants to build resiliency into the wired network.

Which switch supports the virtual switching framework (VSF) providing resiliency at the access layer?

A. Aruba 2530 Series Switch

B. Aruba 2930F Series Switch

C. Aruba 2540 Series Switch

D. Aruba 3810M Series Switch

Correct Answer: B

Reference: https://support.hpe.com/hpsc/doc/public/display?docId=emr_na-c05224712

QUESTION 5

What is a distinctive benefit of HPE GreenLake Flex Capacity?

A. Customers have the choice of using CAPEX or OPEX as the funding model.

B. Customers amortize on-premises assets, reducing their value gradually over time.

C. Customers have a use-based, monthly payment based on their solution.

D. Customers use a flexible CAPEX funding model.

Correct Answer: C

Reference: https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-7324ENW.pdf