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QUESTION 1

Which challenge do SMB customers face in being competitive in terms of their workforce?

- A. They cannot attract millennials who tend to be tech savvy so a majority of their management are resistant to new innovations in technology.
- B. Their full-time IT staff need to refresh their skills so they can work more effectively and efficiently.
- C. They have to make IT process and decision-making more visible to users, who complain about the lack of insight into the IT department.
- D. They have to provide reliable network access to all their employees, regardless of location, to maintain productivity and satisfaction.

Correct Answer: B

QUESTION 2

What is the business value of HPE Persistent Memory?

- A. It increases the size of traditional storage, allowing customers to store more data.
- B. It includes custom server profiles that are tuned to specific workloads.
- C. It delivers new levels of performance for customers\' workloads.
- D. It enables jitter smoothing, which reduces fluctuations in the processor.

Correct Answer: C

Reference: <https://h20195.www2.hpe.com/v2/getpdf.aspx/c04939369.pdf?ver=3>

QUESTION 3

You have proposed HPE Nimble to a customer who is concerned about costs and value. What can you explain about Nimble benefits to address these concerns? (Select two.)

- A. HPE Nimble helps customers avoid hidden costs with flat support licensing and all-inclusive software.
- B. HPE Nimble is a simple, traditional SAN solution that gives good performance without unnecessary data services.
- C. HPE Nimble uses storage class memory (SCM), which is more cost effective than traditional flash alone.
- D. HPE Nimble includes the licensing for the selected virtualization environment such as VMware or Hyper-V.
- E. HPE Nimble imposes less overhead than other storage solutions so customers can get more data on less storage.

Correct Answer: AE

Reference: <http://www.storagepricing.org/tag/nimblestorage-pricing/>



QUESTION 4

Your customer tells you he is not considering support services since the products they are using have a warranty. Which question could you ask to demonstrate the importance of support service?

- A. Who in your company can fix the issue if it occurs during normal business hours?
- B. What happens if a problem occurs on the weekend or a holiday?
- C. What happens if the product experiences a hardware defect?
- D. How many hardware issues has your company experienced?

Correct Answer: B

QUESTION 5

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

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