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QUESTION 1

What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

Correct Answer: B

Reference: <https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack>

QUESTION 2

What is one benefit of the HPE acquisition of BlueData for HPE customers?

- A. BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these areas.
- B. With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
- C. Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- D. HPE has added BlueData's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Correct Answer: C

Reference: <https://assets.ext.hpe.com/is/content/hpedam/documents/a00078000-8999/a00078919/a00078919enw.pdf>

QUESTION 3

What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

- A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
- B. "What goals are you trying to achieve with your hybrid cloud environment ?and what stands in the way?"
- C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
- D. "Let's talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B



QUESTION 4

What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

Correct Answer: D

Reference: <https://www.hpe.com/us/en/greenlake.html>

QUESTION 5

Which correctly describes how customers are using public cloud today?

- A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
- B. A majority of customers now run the majority of their workloads in the public cloud.
- C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
- D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

Correct Answer: D

Reference: <https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-comparedaws-outposts-vs-azure-stack-vs-google-anthos.html>

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