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QUESTION 1

Which statement indicates that the customer could be a good candidate for HPE's composable and software-defined solutions?

- A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."
- B. "We want to upgrade our rack servers as simply as possible. We're not expanding quickly."
- C. "IoT is presenting a lot of security threats that we are not prepared to address."
- D. "We can't seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

QUESTION 2

What is one challenge many customers face in implementing containers?

- A. While IT sees the value of containers, developers are reluctant to deploy them.
- B. The options for container solutions can be confusing to distinguish.
- C. There are not enough options for container solutions in the market.
- D. Their environments are virtualized, and containers and virtualization cannot coexist.

Correct Answer: B

QUESTION 3

What is one drawback of traditional private cloud solutions as compared to public cloud?

- A. Traditional private cloud solutions have a CAPEX model, rather than pay-as-you-go like public cloud.
- B. Traditional private cloud solutions lead to more unexpected costs than public cloud.
- C. Traditional private cloud solutions make it harder for the company to audit regulatory compliance than with public cloud.
- D. Traditional private cloud solutions almost always have a higher TCO than public cloud.

Correct Answer: B

QUESTION 4

What is an accurate, helpful description of HPE GreenLake?

- A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go



funding.

- B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
- C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
- D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/it-consumption.html>

QUESTION 5

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

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