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QUESTION 1

What is one of the key messages that you should help customers understand about HPE Hybrid IT?

- A. HPE transforms traditional software-defined infrastructure into more flexible and scalable converged infrastructure.
- B. HPE defines the single packaged right mix that works for both small-to-medium businesses and enterprise customers of all sizes.
- C. HPE helps customers evolve beyond on-premises deployments to a completely off-premises delivery model for traditional IT and cloud.
- D. HPE provides a software-defined infrastructure to give hybrid IT the speed, control, and flexibility that it requires.

Correct Answer: D

QUESTION 2

Which advantage does the Industry Business Value Frameworks (iBVs) tool give you in customer conversations?

- A. You can quickly find funding strategies that businesses in their industry commonly use.
- B. You are better able to talk with them in language that is common to their business.
- C. It enables you to calculate on-the-fly cost models and ROI.
- D. It provides a graphical representation of the strengths of HPE solutions over competitor solutions.

Correct Answer: B

QUESTION 3

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. Developers need to accelerate their development cycles for mobile apps.
- B. Clients are asking for services that the business does not currently offer.
- C. It is struggling to keep up with the amount of data that the business is generating.
- D. The customer needs to streamline the onboarding process for personal devices.

Correct Answer: B

QUESTION 4

Which words can you use to help customers see the benefits of hybrid IT?

- A. elastic and agile



- B. Manual and customized
- C. one-size-fits-all
- D. deliberate and intricate

Correct Answer: A

QUESTION 5

Which type of digital disruption technology is so essential to real-time decision making that it is expected to support all IoT efforts within the next few years.

- A. composable infrastructure
- B. virtual reality
- C. augmented reality
- D. artificial intelligence

Correct Answer: D

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