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Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one way Aruba networking solutions improve the user experience?

- A. byproviding high-speed Wi-Fi with wire-like reliability
- B. by giving mobile devices highest priority on the network
- C. by redirecting compute-intensive apps to wired connections
- D. by ensuring all forms of traffic are treated in the same way

Correct Answer: A

QUESTION 2

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

- A. The customer is looking to automate their data center but is not interested in expanding to cloud.
- B. The customer needs to deployloT devices in a secure manner.
- C. The customer is not interested in IoT, but does want to support BYOD.
- D. The customer needs to control access for both mobile and traditional users.

Correct Answer: B

QUESTION 3

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools butare not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees\\' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

Correct Answer: A

QUESTION 4

Where does HPE believe the next wave of innovation will happen?

- A. private and public cloud
- B. traditional IT



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C. hybrid IT

D. Intelligent Edge

Correct Answer: D

QUESTION 5

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

- A. The customer wants deep insights into big data collected at the edge.
- B. The customer wants to reduce costs and regain control of the data center.
- C. The customer wants to accelerate provisioning to provide on-demand IT.
- D. The customer wants to improve user experience in an open office environment.

Correct Answer: C

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