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QUESTION 1

What is one IT trend that is driving customers to transform to a new hybrid infrastructure?

- A. increased budgets to invest in IT projects
- B. faster development and deployment cycles
- C. fewer requests for IT from Line-of-Business (LoB) managers
- D. a need for fixed server, storage, and network components

Correct Answer: C

QUESTION 2

A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

- A. the need to protect servers against malware at the silicon level
- B. the need to track meeting room utilization
- C. the need to encrypt big data and archived data
- D. the need to secure guest and BYOD access

Correct Answer: D

QUESTION 3

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

- A. They keep data analytics operations safely behind the data center firewall.
- B. They enable sophisticated threat detection all the way to the edge of the network.
- C. They redirect attacks to cloud-based security services environments.
- D. They are resistant to attacks because they have a distributed architecture.

Correct Answer: B

QUESTION 4

What is one competitive advantage of an HPE Intelligent Workspace solution?

- A. HPE holds more patents for location-based services technology than any other vendor.



- B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.
- C. HPE provides an end-to-end solution and avoids partnering with application providers.
- D. HPE has extensive experience with workplace productivity, platforms, and infrastructure.

Correct Answer: D

QUESTION 5

A customer mentions an interest in consuming IT on-demand, as from a public cloud, but keeping services on-premises. Which HPE solution should you discuss?

- A. HPE SGI
- B. HPE OneView
- C. HPE Flexible Capacity
- D. HPE SimpliVity

Correct Answer: C

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