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QUESTION 1

Which challenge do companies face as they try to find the right consumption model for them?

- A. Companies often do not understand the advantages of CAPEX funding models.
- B. Changing the consumption model requires IT to move resources from on-premises to the cloud.
- C. When companies change the consumption model, overall costs might increase for the first year.
- D. IT, financial, anddepartment executives must collaborate to determine the best model.

Correct Answer: D

QUESTION 2

Howshould you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Correct Answer: B

QUESTION 3

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

- A. It provides Identity management for users and policy-based control over IoT devices.
- B. It provides the engine for integrating location-based services and automating workflows.
- C. It provides a repositoryof built-in apps, such as dynamic space scheduling.
- D. It provides a developer kit for creating location-based service applications.

Correct Answer: A

QUESTION 4

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



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- 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 5

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for datavirtualization in the cloud
- D. the need for faster insights from data

Correct Answer: D

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