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QUESTION 1

You have identified a potential hybrid ITprospect. In your next conversation, you learn that the customer has just started to virtualize the data center. Which desired business outcome indicates that the customer is a good prospect for a services-led effort to consolidate, virtualize, and modernize the data center?

A. an emphasis on improving employee experience with a more modern network solution

B. the desire for a private cloud solution that integrates with Amazon Web Services (AWS)

C. the need for a container as a service (CaaS) solution thatintegrates with Docker

D. a focus on optimizing the data center to increase efficiency and lower costs

Correct Answer: D

QUESTION 2

The need for greater agility is creating a need for a new role for IT. What is one way that IT\\'s role is changing?

A. IT provides a competitive advantage forthe company.

B. IT needs to plan more extensively before making any changes.

C. IT now makes most purchasing decisions on its own.

D. IT plays a supportive role in the background.

Correct Answer: A

QUESTION 3

What is oneimperative for IT in order to support today\\'s new generation of apps and data?

A. IT must extend change management lifecycles to reduce risk.

B. IT must be able to scale quickly and seamlessly.

C. IT must expand the data center footprint.

D. IT must deploy IoT devices that support next-gen analytic workloads.

Correct Answer: D

QUESTION 4

What is a simple way to describe digital transformation to customers?

A. IoT devices ate replacing traditional desktop computers.

B. Everything around us is becoming connected and sharing data.

C. Apps and dataare merging into a single platform.

D. New apps are being created to stop data from growing so quickly.

Correct Answer: B

QUESTION 5

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

A. Take a services-led approach to transform the customer data environment with cloud storage solutions.

B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.

C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.

D. Take a services-led approach to transform the customer data center into a full software- defined infrastructure.

Correct Answer: D

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