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QUESTION 1

How is HPE responding to the demands of next-gen technologies for more processing power and memory?

- A. HPE is investing in quantum computing and neuromorphic chips.
- B. HPE is encouraging customers to offset slowing processing power with more storage.
- C. HPE is relying on Moore's law to take effect for more processing power.
- D. HPE is redesigning servers with photonic processors and memory-driven computing.

Correct Answer: D

QUESTION 2

What is a compelling benefit of HPE Hosted Desktop solutions?

- A. Customers can significantly cut power usage when compared to traditional desktops.
- B. The efficient HPE solution helps customers postpone costly upgrades to their legacy networks.
- C. Many customers have been able to significantly reduce their use of workload-intensive apps.
- D. The solution's automated system management eliminates the need for IT expertise.

Correct Answer: C

QUESTION 3

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. By 2019 a majority of companies will be using leasing options.
- B. In 2017 a majority of companies moved their services from private cloud to public cloud.
- C. By 2018 a majority of companies will increase their IT budgets by 25%.
- D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Correct Answer: A

QUESTION 4

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

- A. The customer needs coverage outside normal business hours.



- B. The customer needs replacement of defective parts.
- C. The customer is responsible for paying shipping costs for replacement parts.
- D. The customer must prove that they did not cause the problem by misconfiguring the product.

Correct Answer: A

QUESTION 5

How does HPE Flexible Capacity benefit customers?

- A. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
- B. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
- C. It allows them to have the infrastructure capacity that they need but pay only for what they use.
- D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Correct Answer: C

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