Question 1

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

Options:

A- They are skeptical that it will provide a return on investment.

B- They have completed their digital transformation products and are turning their attention to the next trend.

C- They are committed to it and have formed dedicatee digital transformation teams.

D- They are waiting to see if their competitors are successful in implementing it.

Answer:

C

Question 2

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

Options:

A- the time since the customer's last network refresh

B- the customer's data management strategy

C- the struggles the customer has in securing loT

D- how the customer uses open office space

Answer:

B

Question 3

Question Type: **MultipleChoice**

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. 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?

Options:

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 that integrates with Docker

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

Answer:

D

Question 4

Question Type: **MultipleChoice**

Which technology enables next-gen analytic applications to provide real-time results?

Options:

A- in-memory databases

B- just-in-time processing

C- hybrid cloud platforms

D- process-driven computing

Answer:

A

Question 5

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

Options:

A- HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.

B- HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.

C- HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).

D- HPE has developed vertical-specific variations of its analytic software solutions.

Answer:

B

Question 6

Question Type: MultipleChoice

What is a sign that a business is ready to modernize their IT infrastructure?

Options:

A- Executives accept that modernizing the infrastructure will take several years to complete.

B- The company wants to enhance customers' experience and gather data to uncover insights about customers.

C- Executives understand the need to automate IT in order to implement new technologies.

D- IT managers want to maintain control of the IT infrastructure by ensuring that traditional IT processes remain intact.

Answer:

C