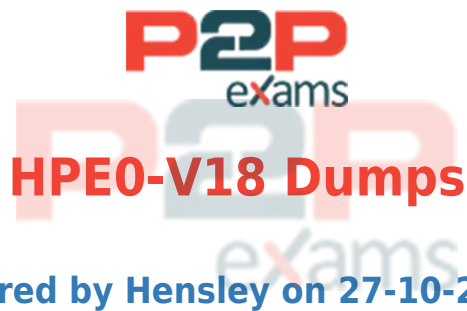




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# Question 1

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Question Type: MultipleChoice

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A customer running workloads at edge sites, in its data centre and in public cloud wants to manage them coherently. Which capabilities does that require? (Choose two.)

## Options:

- A- A single physical network connecting all locations directly.
- B- Identical hardware at every location, so that management behaves the same way everywhere.
- C- Policies that can be defined once and applied consistently across the locations.
- D- A view of the whole estate that does not depend on which location a workload sits in.
- E- Local administrators present at each edge site during working hours.

## Answer:

C, D

## Explanation:

Options C, D are correct. Unified management requires policy definitions that work across supported estates and consolidated visibility into workloads regardless of location. Neither a direct physical network nor identical hardware or site administrators is a prerequisite. Hybrid operations benefit from consistent monitoring, event handling, automation and policy application. HPE OpsRamp and related management offerings can support heterogeneous estates, provided the actual deployment, permissions, integrations and local operational coverage are designed appropriately. The other choices either substitute unverified assumptions for the customer's actual evidence or solve a secondary issue rather than the controlling requirement. The architect should retain evidence for this decision in the requirements matrix, architectural assumptions, implementation plan and acceptance criteria. That discipline establishes a defensible link between the customer's stated need and the capabilities delivered. Centralised administration is an operating model, not a demand for identical equipment or a single physical location. Define inventory, visibility, incident escalation, policy scope, data exchange and remote-hands responsibilities across supported environments.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Edge-to-Cloud Solutions Management; Hybrid Infrastructure Monitoring and Governance; HPE OpsRamp Software.

## Question 2

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Question Type: MultipleChoice

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An organisation must be able to show an auditor exactly which controls applied to a given environment when it was created. Why does a private cloud with a defined catalogue help?

### Options:

- A- A private cloud is exempt from the controls that apply to public environments.
- B- The auditor is given direct access to the environment to inspect it.
- C- Catalogue definitions are approved by the auditor before being published.
- D- Environments come from known definitions, so what applied to each is recorded rather than reconstructed.

### Answer:

D

### Explanation:

Option D is correct. Versioned service-catalogue definitions and provisioning audit records demonstrate which security, sizing and access controls applied when an environment was created. Current policy definitions alone cannot prove historic compliance. Private-cloud architecture combines dedicated organisational resources with automated provisioning, standardised service definitions and central governance. Self-service shortens fulfilment time but is still bounded by real capacity, operating policies, support responsibilities and the lifecycle of the infrastructure underneath. None of the other options supplies the same direct response to the stated constraint; each would require separate justification before becoming a valid design decision. The recommendation should therefore be recorded as a requirement-led technical decision with measurable success conditions. Any proposed deviation or dependency must be resolved through customer-approved change management before the solution is declared complete. HPE private cloud management introduces cloud-style operational processes to on-premises or other dedicated infrastructure. Sound recommendations distinguish resource pooling, policy enforcement, application requirements, automation, consumption metering and the respective responsibilities of customer and service provider.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- HPE Private Cloud Solutions; GreenLake Basics; Private Cloud Management; HPE Morpheus Software.

## Question 3

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Question Type: MultipleChoice

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What distinguishes Edge-to-Cloud solutions management from managing a single data centre?

### Options:

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- A- It replaces the need for monitoring at individual locations.
- B- It has to cover locations that differ in scale, connectivity and who is present.
- C- It applies only to workloads sitting outside the premises, and not to those within.
- D- It requires a considerably larger operations team than a single-site estate does.

### Answer:

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B

### Explanation:

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Option B is correct. Distributed management spans environments with different sizes, power, connectivity and staffing levels. Consistency in operations does not eliminate local monitoring or mandate a large technician at every edge site. Centralised administration is an operating model, not a demand for identical equipment or a single physical location. Define inventory, visibility, incident escalation, policy scope, data exchange and remote-hands responsibilities across supported environments. The remaining choices introduce assumptions that the customer has not authorised, or omit a material operational condition that must be satisfied before commitment. Make the customer-facing trade-off explicit: what the recommended approach satisfies, which alternatives impose unnecessary constraints, and what evidence confirms the decision. This also permits the customer to approve any residual risk knowingly. Edge-to-Cloud management coordinates visibility and governance across sites with very different connectivity, staffing and infrastructure characteristics. A common management view does not remove physical maintenance requirements or grant control over the cloud provider's underlying hardware.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Edge-to-Cloud Solutions Management; Hybrid Infrastructure Monitoring and Governance; HPE OpsRamp Software.

## Question 4

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Question Type: MultipleChoice

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services) for customer use cases]

A healthcare provider is replacing an ageing patient-records platform. It tells the architect that records must stay under its own governance, that clinicians need the system available during a network outage at any single site, and that its IT team has no capacity to take on a new operating model this year. Which characteristics must the positioned offering demonstrate? (Choose three.)

### Options:

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- A- The new operating model is documented in full so the IT team can adopt it when capacity allows.
- B- It can be run within the practices the team already follows.
- C- Custody of the data does not pass to a third party.
- D- Clinicians at a site whose connection has failed continue working through a second data centre.
- E- Each location holds enough locally to keep operating on its own.

### Answer:

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B, C, E

### Explanation:

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Options B, C, E are correct. The healthcare solution must preserve existing operating practices, keep data under defined customer custody and support autonomous site function during connectivity outages. A remote second data centre alone cannot resolve a severed local link. A product is appropriate only when its operating model and capabilities fit the customer's entire requirement set. The recommendation should expose limitations, integration dependencies and alternative implementation paths rather than prioritising familiarity, novelty or sales popularity. Alternatives based on product preference, unchecked scope changes or deferred validation would weaken the requirement-to-design traceability on which the recommendation depends. Where implementation work follows, document the responsible owner, acceptance test and escalation path. A technically correct design still needs controlled delivery and a supportable operating model to deliver the business outcome. Workload-centred architecture first establishes the required performance and service behaviour. Only then should the architect propose edge, data-centre, public-cloud or hybrid resources with management and support arrangements that match the customer's actual operating constraints.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Recommend and Position HPE Edge-to-Cloud Offerings; Customer Workload Analysis; Architecture Design.

## Question 5

Question Type: MultipleChoice

key alliance partner ecosystem components to the appropriate customer use case]

A customer is standing up a new analytics workload and has told the architect that its networking estate is being refreshed at the same time, that its analytics team already works with a specific software vendor, and that whatever is proposed has to be supportable by the customer's existing operations process. Which considerations belong in positioning the workload alongside the wider ecosystem? (Choose two.)

Options:

- A- Whether the analytics results must be retained under the customer's existing data policy.
- B- How the proposed solution and the refreshed networking are supported together rather than separately.
- C- Whether the analytics workload could be deferred, and restarted, after the refresh.
- D- Whether the analytics workload could be hosted by the incumbent software vendor directly.
- E- Whether the analytics team's existing software choice is accommodated by what is proposed.

Answer:

B, E

Explanation:

Options B, E are correct. Coordinate support across the refreshed network and proposed analytics platform. Verify compatibility with the analytics team's established vendor software and integration into its existing operating process. An integrated workload solution may cross HPE infrastructure and partner products. Validate supported versions, application dependencies, data exchange, licensing, management tooling, supplier responsibilities and the full lifecycle of the resulting technology stack. The rejected alternatives do not establish the necessary combination of compliance, operational suitability and technical feasibility stated in the scenario. Before customer commitment, validate the recommendation against workload measurements, contractual support boundaries and operational readiness. The selected architecture must be achievable under the constraints actually described, not merely plausible as a product configuration. Alliance-partner positioning is not a collection of product comparisons. The architect must demonstrate that the combined architecture delivers the customer's workload outcome while remaining supportable across vendor interfaces, upgrades, fault isolation and existing operating processes.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Alliance Partner Ecosystem;

Workload Solution Positioning; Integrated Solution Design and Support.

## Question 6

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Question Type: MultipleChoice

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A customer needs a recommendation within a week to meet an internal deadline. Two requirements are clear, a third is described only vaguely, and the person who could clarify it is unavailable until after the deadline. How should the architect proceed? (Choose two.)

### Options:

- A- Present several options without a recommendation, letting the customer choose.
- B- Recommend against the two clear requirements and state the assumption made about the third.
- C- Decline to recommend until the third requirement has been clarified by its owner.
- D- Recommend the most capable option available, so that any interpretation is covered.
- E- Identify what would change in the recommendation if the assumption turns out to be wrong.

### Answer:

B, E

### Explanation:

Options B, E are correct. A deadline requires a qualified recommendation despite an unresolved requirement. State the explicit assumption and its implications, then identify exactly how the design would change if the assumption proves wrong. Discovery is not a product-selection exercise. The architect should ask what evidence would demonstrate success, identify hidden dependencies and reconcile conflicting stakeholder interpretations before the proposed configuration becomes an implementation commitment. The other choices either substitute unverified assumptions for the customer's actual evidence or solve a secondary issue rather than the controlling requirement. The architect should retain evidence for this decision in the requirements matrix, architectural assumptions, implementation plan and acceptance criteria. That discipline establishes a defensible link between the customer's stated need and the capabilities delivered. In requirements engineering, the architect separates the outcome the organisation seeks from suggested products and the conditions in which the system must operate. Record the owner, meaning, priority and acceptance method for each item; assumptions that alter scope or risk must be visible to the customer.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Gather and Analyze Customer

Business and Technical Requirements; Evaluating Customer Requirements and Workloads; Architecting Methodology.

## Question 7

Question Type: MultipleChoice

An architect is planning discovery for a solution that will change how a customer's field teams work. Whose input is needed beyond the IT department? (Choose two.)

Options:

- A- The people who will use the system in the field, day to day.
- B- The suppliers of the equipment currently deployed in the field.
- C- Whoever owns the business outcome the change is meant to deliver.
- D- The procurement team, which will set the terms under which the field equipment is bought.
- E- The internal audit function, which will review the change once the field teams have adopted it.

Answer:

A, C

Explanation:

Options A, C are correct. Field users reveal practical workflow, connectivity and device problems; the business outcome owner defines success and acceptable change. Both must participate beyond central IT to avoid designing around untested assumptions. An effective HPE discovery process tests business statements against real workload behaviour, infrastructure evidence and stakeholder priorities. Functional conditions should become measurable acceptance criteria, while constraints such as security, staff capacity and delivery dates must be reflected in the agreed baseline. None of the other options supplies the same direct response to the stated constraint; each would require separate justification before becoming a valid design decision. The recommendation should therefore be recorded as a requirement-led technical decision with measurable success conditions. Any proposed deviation or dependency must be resolved through customer-approved change management before the solution is declared complete. Discovery is not a product-selection exercise. The architect should ask what evidence would demonstrate success, identify hidden dependencies and reconcile conflicting stakeholder interpretations before the proposed configuration becomes an implementation commitment.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Gather and Analyze Customer Business and Technical Requirements; Evaluating Customer Requirements and Workloads;

Architecting Methodology.

## Question 8

Question Type: MultipleChoice

services) for customer use cases]

A logistics company wants to consolidate several ageing systems. It states that data about consignments must remain within the country it operates in, that its finance team wants costs to track usage rather than arriving as large periodic purchases, and that its own operations staff are few and already stretched. Which characteristics should the positioned offering demonstrate? (Choose three.)

### Options:

- A- Charges move up and down with usage, rather than arriving in large lumps.
- B- Where consignment information physically resides can be evidenced, and constrained.
- C- Costs are fixed for a three-year term, so they can be planned precisely, and budgeted well ahead.
- D- Consignment data is replicated to a second country so a local failure cannot destroy it.
- E- Less routine work falls to the company's own operations staff than today.

### Answer:

A, B, E

### Explanation:

Options A, B, E are correct. The logistics requirement combines variable usage-linked charges, demonstrably in-country data custody and a lighter operational load. Reject cross-border replication and rigid fixed cost models when these conflict with stated constraints. Effective HPE Edge-to-Cloud positioning links workload characteristics to customer-specific business outcomes. Compare placement, resource consumption, performance, manageability, resilience and financial impact before selecting infrastructure, cloud management, alliance software or services. The remaining choices introduce assumptions that the customer has not authorised, or omit a material operational condition that must be satisfied before commitment. Make the customer-facing trade-off explicit: what the recommended approach satisfies, which alternatives impose unnecessary constraints, and what evidence confirms the decision. This also permits the customer to approve any residual risk knowingly. A product is appropriate only when its operating model and capabilities fit the customer's entire requirement set. The recommendation

should expose limitations, integration dependencies and alternative implementation paths rather than prioritising familiarity, novelty or sales popularity.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- Recommend and Position HPE Edge-to-Cloud Offerings; Customer Workload Analysis; Architecture Design.

## Question 9

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Question Type: MultipleChoice

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A customer runs a large, steady workload continuously and has stable, well-understood capacity requirements. Why might a private cloud solution cost this customer less than consuming the same capacity publicly?

### Options:

- A- Public providers are unable to offer the sustained capacity a large steady workload requires.
- B- Dedicated environments remove the variability that other tenants can introduce.
- C- Capacity that is used continuously is generally more economical when it is dedicated.
- D- A steady workload cannot be monitored effectively when it runs on shared infrastructure.

### Answer:

C

### Explanation:

Option C is correct. Continuous high utilisation can make dedicated infrastructure economical on an equivalent lifecycle basis. Validate with workload-specific pricing, staffing, software, facilities and refresh assumptions rather than assuming private cloud is always cheaper. Before positioning a private cloud, analyse the expected usage profile and operating model. Dedicated infrastructure can favour sustained demand, whereas unpredictable peaks may call for carefully evaluated elastic or hybrid capacity; governance and location requirements remain fundamental. Alternatives based on product preference, unchecked scope changes or deferred validation would weaken the requirement-to-design traceability on which the recommendation depends. Where implementation work follows, document the responsible owner, acceptance test and escalation path. A technically correct design still needs controlled delivery and a supportable operating model to deliver the business outcome. Private-cloud architecture combines dedicated organisational resources with automated provisioning, standardised service definitions and central governance. Self-service shortens fulfilment time but is still bounded by real capacity, operating policies, support responsibilities and the lifecycle of the infrastructure underneath.

Study Guide Reference: HPE Edge-to-Cloud Fundamentals --- HPE Private Cloud Solutions;  
GreenLake Basics; Private Cloud Management; HPE Morpheus Software.



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