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Question 1

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

Options:

A- They keep data analytics operations safely behind the data center firewall.

B- They enable sophisticated threat detection all the way to the edge of the network.

C- They redirect attacks to cloud-based security services environments.

D- They are resistant to attacks because they have a distributed architecture.

Answer:

B

Question 2

What is one way Aruba solutions enhance unified communications (UC) and collaboration?

Options:

A- by redirecting compute-intensive apps to wired connections

B- by giving mobile devices highest priority on the network

C- by providing low latency networks with end-to-end quality of service

D- by ensuring all forms of traffic are treated in the same way

Answer:

D

Question 3

Question Type: **MultipleChoice**

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

Options:

A- The customer is looking to automate their data center but is not interested in expanding to cloud.

B- The customer needs to control access for both mobile and traditional users.

C- The customer needs to deploy IoT devices in a secure manner.

D- The customer is not interested in IoT, but does want to support BYOD.

Answer:

C

Question 4

Question Type: **MultipleChoice**

A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

Options:

A- the need to protect servers against malware at the silicon level

B- the need to track meeting room utilization

C- the need to encrypt big data and archived data

D- the need to secure guest and BYOD access

Answer:

D

Question 5

A customer has already virtualized much of the data center, but some workloads remain on non-virtualized servers. The customer does not have a strategy for moving to cloud. However, the customer is interested in moving to an IT as a Service (ITaaS) approach in the data center.

Which HPE solution should you target for this customer?

Options:

A- a high performance computing (HPO solution with bundled management services

B- an HPE hybrid cloud that integrates with leading third-party clouds

C- an enterprise platform for a Hadoop big data ecosystem

D- HPE Hybrid IT software for automating Infrastructure provisioning

Answer:

D

Question 6

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

Options:

A- HPE lets the customer maintain workloads/applications on Dare metal white providing much of the automation and flexibility associated with visualization.

B- HPE has found that most performance issues with virtualization arise from insufficient remote storage, and HPE has industry leading storage solutions.

C- HPE integrates with leading visualization vendors to enhance the efficiency of the visualization layer and boost compute there.

D- HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

Answer:

C

Question 7

Question Type: **MultipleChoice**

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

Options:

A- The customer wants deep insights into big data collected at the edge.

B- The customer wants to accelerate provisioning to provide on-demand IT.

C- The customer wants to improve user experience in an open office environment.

D- The customer wants to reduce costs and regain control of the data center.

Question 8

Question Type: **MultipleChoice**

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

Options:

A- Deploying VDI takes less advance planning than enabling users to access resources through a VPN.

B- VDI ensures that the data users access most often is stored locally and is easily accessible.

C- IT can manage the desktop environment much more easily and quickly with VDI.

D- VDI often provides twice the performance of traditional desktop infrastructure.

Answer:

C

Question 9

What is one trend that is driving customers to implement Hadoop?

Options:

A- the development of SQL databases

B- the shift toward systems of record

C- the proliferation of unstructured data

D- the expansion of structured data

Answer:

C

Question 10

You are meeting with a hybrid IT prospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

Options:

A- The customer has already allocated a significant portion of their IT budget to a competing solution.

B- The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.

C- The customer wants to shift from a CAPEX model to an OPEX model.

D- The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Answer:

B

Question 11

Question Type: **MultipleChoice**

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

Options:

A- inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge

B- decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders

C- increasing marketing budgets for server, storage, and hyperconverged products

D- making strategic acquisitions that enable them to deliver complete solutions

E- focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

Answer:

A, D

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