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QUESTION 1

Which SMB business outcome is addressed by the HPE Transformation Area of Empowering the Data-Driven Organization?

A. increase productivity

B. reduce costs

C. acquire and retain customers

D. keep the business running

Correct Answer: A

QUESTION 2

What are two competitive differentiators for HPE StoreEasy? (Select two)

A. is compatible with a larger number of interface add-on cards

B. B. keeps data secure through an integrated anti-virus server

C. C. continuously monitors performance through HPE iLO

D. D. integrates with Windows Active Directory, Distributed File System, and Power Shell

E. E. has factory preconfigured hardware and a preinstalled storage operating system

Correct Answer: DE

QUESTION 3

What correctly describes the HPE approach to software-defined networking (SDN)?

A. HPE has taken a conservative approach toward SDN to protect customer legacy investments

B. HPE strategy indicates that SDN will become less important as cloud solutions become more common.

C. HPE has developed SDN m-house and is making its proprietary technology available to customers.

D. HPE is committed to SDN, with offerings across the infrastructure, control, and application layers

Correct Answer: D

QUESTION 4

Which challenges do SMB customers often make for themselves when purchasing technology products and services? (Select two)

A. They downsize from the solution that fits best to the one that fits their budget.

B. They do not look at the full life cycle costs

C. They purchase new equipment well before their old equipment is outdated

D. They purchase from the vendor with the lowest bid

E. They purchase more than they can really afford

Correct Answer: AB

QUESTION 5

Which service should you recommend to a customer that wants to transform their storage environment and is considering management services?

A. HPE TS Consulting Services

B. HPE Financial Services

C. HPE CarePack Services

D. HPE TS Support Storage

Correct Answer: B

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