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QUESTION 1

You have proposed HPE Nimble to a customer who is concerned about costs and value. What can you explain about Nimble benefits to address these concerns? (Select two.)

A. HPE Nimble helps customers avoid hidden costs with flat support licensing and all-inclusive software.

B. HPE Nimble is a simple, traditional SAN solution that gives good performance without unnecessary data services.

C. HPE Nimble uses storage class memory (SCM), which is more cost effective than traditional flash alone.

D. HPE Nimble includes the licensing for the selected virtualization environment such as VMware or Hyper-V.

E. HPE Nimble imposes less overhead than other storage solutions so customers can get more data on less storage.

Correct Answer: AE

Reference: http://www.storagepricing.org/tag/nimblestorage-pricing/

QUESTION 2

Which challenge might you face when discussing server solutions with your SMB?

A. A majority of SMBs do not plan to upgrade their infrastructure over the next two years.

B. They think "one size fits all," meaning that vendors offer one server that meets the needs of 90% of SMBs.

C. They are not very concerned about cyber attacks so security is not a top priority for them.

D. SMBs with few IT resources may be considering public cloud solutions.

Correct Answer: D

QUESTION 3

Why is HPE SimpliVity the industry\\'s most complete hyperconverged solution?

A. It is the only solution that is software optimized and consolidates storage, server, and networking into one dense hyperconverged device.

B. It is the only solution that consolidates up to 12 core data center functionalities and provides one management interface for all functionalities.

C. It is the only hyperconverged solution that scales to meet the needs of any customer, from small companies to enterprise companies.

D. It is the only hyperconverged solution that gives companies the option to store their data locally, globally, or in the cloud.

Correct Answer: A

QUESTION 4

What is one initiative that SMBs are pursuing to achieve the same IT-centric vision that enterprises have?

A. Define the boundaries between IT and line of business managers

B. Create more data center silos

C. Improve customer relationships

D. Significantly increase their IT budget for maintenance

Correct Answer: C

QUESTION 5

What advantage does the HPE SimpliVity deduplication feature provide?

A. The deduplication feature runs periodically on the storage devices, continually compressing data and freeing up storage space.

B. The always-on deduplication feature ensures that data is deduped on the first I/O.

C. SimpliVity uses a proprietary hypervisor, which dedupes the data before it is sent to the Data Virtualization Layer.

D. SimpliVity saves the data to disk before deduping it, ensuring no data loss.

Correct Answer: B

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