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QUESTION 1

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.

B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.

C. The customer needs a storage solution that includes backup and replication capabilities.

D. The customer is looking for a way to reduce the time it takes to provision and manage employees\\' desktops.

Correct Answer: A

QUESTION 2

What is a distinctive benefit of HPE GreenLake Flex Capacity?

A. Customers have the choice of using CAPEX or OPEX as the funding model.

B. Customers amortize on-premises assets, reducing their value gradually over time.

C. Customers have a use-based, monthly payment based on their solution.

D. Customers use a flexible CAPEX funding model.

Correct Answer: C

Reference: https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-7324ENW.pdf

QUESTION 3

Your customer wants to know what distinguishes HPE servers from other servers. What is one distinguishing feature of HPE Gen10 servers?

A. They provide the largest storage footprint in the industry.

B. They provide more compute power than any other servers on the market.

C. They are the most secure industry standard servers.

D. They are more affordable than white box servers.

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/servers/gen10-servers.html

QUESTION 4

For which customer profile does HPE have a 90% win rate for HPE SimpliVity?

A. Highly virtualized with VMware and interested in a disaster recovery (DR) solution

B. Highly virtualized with VMware and interested in a backup and restore solution

C. Highly virtualized with VMware across multiple sites and interested in backup and DR solutions

D. Highly virtualized with VMware

Correct Answer: C

Reference: https://tdhpe.techdata.eu/en/Products/Integrated-Systems/HPE-Hyperconverged/HPE-SimpliVity/

QUESTION 5

How do a company\\'s IT requirements change when implementing a hyperconverged solution?

A. IT specialists are needed to manage the storage, server, and networking components.

B. IT has a suite of tools to plan and optimize the storage and server components.

C. An IT generalist can manage the entire hyperconverged solution.

D. IT can maintain their server and storage siloes while reducing the time it takes to manage them.

Correct Answer: B

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