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QUESTION 1

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

A. The HPE Business Scholarschips program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.

B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.

C. On a price-per-unit basis, HPE is the most affordable option in the market.

D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

QUESTION 2

What issue with public cloud leads some companies to move workloads back on-premises?

A. Limited scalability

B. Time consuming manual configuration

C. Underutilized resources

D. Lack of control

Correct Answer: D

Reference: https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html

QUESTION 3

What is one benefit artificial intelligence providing for HPE composability?

A. Automating third-party integration with the HPE Unified API

B. Providing template-based provisioning as part of HPE InfoSight

C. Using predictive analytics to optimize the infrastructure

D. Providing security analysis of HPE firmware

Correct Answer: C

QUESTION 4

What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"

B. "What goals are you trying to achieve with your hybrid cloud environment ?and what stands in the way?"

C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"

D. "Let\\'s talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B

QUESTION 5

What is guideline for tailoring the conversation to CEOs?

A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.

B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.

C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.

D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

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