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Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one way that HPE powers the Intelligent Edge?

- A. through its investments in processor-driven computing development
- B. by redefining mobile as high quality and secure
- C. by re-designing IoT hardware for security
- D. through its innovative industrial IoT apps

Correct Answer: D

Reference: <https://www.hpe.com/us/en/insights/articles/the-intelligent-edge-what-it-is-what-its-not-andwhy-itsuseful-1704.html>

QUESTION 2

Which effect will next-gen technologies such as artificial intelligence, machine learning, and augmented reality have on customer spending?

- A. Customers will spend only a small percentage of their budgets on these technologies, which will remain rare for several more years.
- B. Customers will devote little of their data center budgets to these technologies because they will deploy the technologies in the public cloud.
- C. Customers will devote a significant percentage of their data center investments to supporting these technologies.
- D. Customers are spending a significant amount on these technologies now, but will spend significantly less in the future.

Correct Answer: C

QUESTION 3

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. The customer needs to streamline the onboarding process for personal devices.
- C. Clients are asking for services that the business does not currently offer.
- D. Developers need to accelerate their development cycles for mobile apps.

Correct Answer: C

QUESTION 4

What is one of the key messages that you should help customers understand about HPE Hybrid IT?

- A. HPE transforms traditional software-defined infrastructure into more flexible and scalable converged infrastructure.
- B. HPE defines the single packaged right mix that works for both small-to-medium businesses and enterprise customers of all sizes.
- C. HPE helps customers evolve beyond on-premises deployments to a completely off- premises delivery model for traditional IT and cloud.
- D. HPE provides a software-defined infrastructure to give hybrid IT the speed, control, and flexibility that it requires.

Correct Answer: D

QUESTION 5

What is one distinguishing feature of Aruba solutions for retail customers?

- A. Aruba ClearPass simplifies the deployment of access points (APs) at small branch sites such as retail outlets.
- B. Aruba unified communications (UC) solutions provide a cost-effective, but feature-rich alternative to Microsoft Skype for Business.
- C. Aruba high performance computing (HPC) solutions are cost-effective enough for retailers to use at the network edge.
- D. Aruba Location Services help retailers engage with their customers with wayfinding tools and context-based notifications.

Correct Answer: D

Reference: <https://unacast.s3.amazonaws.com/c0290a0618cd4c939292ef7a745c2654.pdf>

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