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QUESTION 1

Which business benefit does the HPE ProLiant Gen9's efficient cooling provide versus Cisco UCS?

- A. ProLiant Gen9 servers experience less downtime because they can operate at higher temperatures.
- B. ProLiant Gen9 servers have greater compute power because they operate at lower temperatures.
- C. ProLiant Gen9 servers have a longer life cycle because they operate at lower temperatures
- D. ProLiant Gen9 servers can operate at higher temperatures to reduce energy costs

Correct Answer: D

QUESTION 2

A customer has experienced rapid data growth and is interested in an affordably priced, non-disruptive solution with a single architecture that can scale with their growth. Which HPE Storage solution is most appropriate?

- A. HPE 3PAR StoreServ
- B. HPE StoreAll
- C. HPE MSA
- D. HPE StoreOnce

Correct Answer: A

QUESTION 3

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

QUESTION 4

A local television station needs a high-performance wireless network to handle video streaming. Which HPE Access Point should you recommend?

- A. HPE 210 802.11n
- B. HPE MSM 802.11n
- C. HPE Instant 205 802.11ac
- D. HPE M330 802.11ac

Correct Answer: D

QUESTION 5

A new coffee shop wants to offer customers Wi-Fi service both in the store and on an outside patio. Which HPE Access Point should you recommend?

- A. HPE Instant 225 802.11 ac
- B. HPE M210.11n
- C. HPE M330.11ac
- D. HPE MSM-802.11 n

Correct Answer: B

QUESTION 6

What are the three focus areas for HPE data privacy services?

- A. encode, eliminate, and reclaim
- B. store, alter, and restore
- C. retain, remove, and recover
- D. hide, release, and refresh

Correct Answer: C

QUESTION 7

Which HPE 3PAR StoreServ model is positioned as an affordable entry point for customers that require up to 400 storage capacity?

- A. HPE 3PAR StoreServ 8200
- B. HPE 3PAR StoreServ 10800
- C. HPE 3PAR StoreServ10400
- D. HPE 3PAR StoreServ 8400

Correct Answer: A

QUESTION 8

Which business benefits does HPE OneView provide to SMB customers? (Select two.)

- A. HPE OneView increases the need to provide proactive service and support.
- B. HPE OneView increases the number of skilled system administrators.
- C. HPE OneView reduces unplanned outages.
- D. HPE OneView increases IT staff productivity.
- E. HPE OneView increases the time period for standard maintenance.

Correct Answer: CD

QUESTION 9

What is one customer challenge that traditional campus networks face?

- A. IT uses a single management tool for both wired and wireless networks, which limits efficiency
- B. Inconsistent wired and wireless user experience limits productivity.
- C. Voice, video, and data traffic must be separated onto their own networks
- D. There is insufficient use of wireless networks to justify the investment in mobility solutions

Correct Answer: B

QUESTION 10

How does HPE Financial Services (HPEFS) benefit HPE and partner sales representatives ? (Select two)

- A. HPEFS incentives can increase the margin of the sale
- B. HPEFS staff can increase the value of the sale by positioning add-on services to the customer
- C. Monthly payments to HPEFS provides a steady and predictable stream of revenue to sales representatives.
- D. Sales representatives build stronger relationships with their customer as they help them with the application process
- E. Sales representatives can sell more and earn more by offering affordable monthly payments.

Correct Answer: AB

QUESTION 11

You want to propose an HPE access-layer solution that uses backplane stacking for scalability and resilience. Which switch series supports this feature?

- A. HPE 5400R
- B. HPE 2920
- C. HPE 1420
- D. HPE 5900CP

Correct Answer: B

QUESTION 12

Which competitor has no blade server offering to compete with HPE ProLiant Gen9 blade servers?

- A. IBM
- B. Lenovo
- C. Dell
- D. Cisco

Correct Answer: B

QUESTION 13

Which business benefit makes HPE ProLiant Gen9 servers a better choice than Dell Power Edge servers?

- A. ProLiant Gen9 servers use a hierarchical architecture to provide autonomy.
- B. ProLiant Gen9 servers provide top-down styles of system design.
- C. ProLiant Gen9 servers offer a mixture of components from various acquisitions.
- D. ProLiant Gen9 servers reduce memory-acquisition costs and lower TCO.

Correct Answer: D

QUESTION 14

Which business need indicates that the customer is a good candidate for an HPE \d with unified wired and wireless networks?

- A. need to maintain control over network access, but support additional user devices
- B. need to handle the increase of network traffic flowing between branch offices and the internet
- C. need to automate the deployment of testing and pre-production environments

D. need to segment the wireless network from the wired network and from the storage network.

Correct Answer: D

QUESTION 15

Which statement is true about legacy networks ?

- A. Legacy networks offer good visibility into real-time traffic so admins can take appropriate action.
- B. Legacy networks are designed for modern application traffic, which typically follow a north-to-south direction.
- C. Legacy networks are easy to manage because network services are divided into three organized tiers
- D. Legacy networks are inflexible, inhibit scalability, and limit innovation

Correct Answer: D

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