

Version: 9.2

Question: 1

What is one competitive advantage of an HPE Intelligent Workspace solution?

- A. HPE holds more patents for location-based services technology than any other vendor.
- B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.
- C. HPE provides an end-to-end solution and avoids partnering with application providers.
- D. HPE has extensive experience with workplace productivity, platforms, and infrastructure.

Answer: D

Question: 2

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

- A. The customer needs coverage outside normal business hours.
- B. The customer needs replacement of defective parts.
- C. The customer is responsible for paying shipping costs for replacement parts.
- D. The customer must prove that they did not cause the problem by misconfiguring the product.

Answer: A

Question: 3

What is the current impact of big data and Hadoop on enterprise data centers?

- A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
- B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
- C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
- D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Answer: C

Question: 4

What is one way to explain the benefits of HPE Synergy fluid resource pools to a customer?

- A. Fluid resource pools support workload-specific processing, which optimizes task processing.
- B. Fluid resource pools offer always-on data deduplication and compression.
- C. Fluid resource pools liberate resources stranded in silos, which reduces over-provisioning and CAPEX.
- D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Answer: A

Question: 5

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization
- C. the need for flexible storage and compute scaling
- D. the need for data virtualization in the cloud

Answer: A

Question: 6

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on bare metal. The customer also has some cloud services. The customer wants to continue using some public cloud services but bring other services back to the data center.

Which approach should you take with this customer?

- A. Approach the customer with a pre-packaged HPE private cloud built on converged Infrastructure.
- B. Avoid wasting more time on this opportunity because the customer is already committed to public cloud.
- C. Take a services-led approach to help the customer unify their services in an automated hybrid cloud.
- D. Help the customer plan how to update their database applications to better support big data and cloud object storage.

Answer: A

Question: 7

What is one way Aruba networking solutions improve the user experience?

- A. by providing high-speed Wi-Fi with wire-like reliability
- B. by giving mobile devices highest priority on the network
- C. by redirecting compute-intensive apps to wired connections
- D. by ensuring all forms of traffic are treated in the same way

Answer: A

Question: 8

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to integrate IoT devices into the network with minimal security risks
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to support virtualized workloads from leading vendors such as VMware
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Answer: D

Question: 9

Which customer initiative suggests an opportunity to discuss HPE solutions for location-based mobile services?

- A. providing disaster recovery for a site
- B. increasing database efficiency
- C. driving customer engagement
- D. implementing IoT

Answer: C

Question: 10

What is one imperative for IT in order to support today's new generation of apps and data?

- A. IT must extend change management lifecycles to reduce risk.
- B. IT must be able to scale quickly and seamlessly.
- C. IT must expand the data center footprint.
- D. IT must deploy IoT devices that support next-gen analytic workloads.

Answer: D

Question: 11

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

- A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
- B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.
- C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
- D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Answer: C

Question: 12

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

- A. It provides the engine for integrating location-based services and automating workflows.
- B. It provides a developer kit for creating location-based service applications.
- C. It provides identity management for users and policy-based control over IoT devices.
- D. It provides a repository of built-in apps, such as dynamic space scheduling.

Answer: C
