

HPE0-V27^{Q&As}

HPE Edge-to-Cloud Solutions

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QUESTION 1

When identifying key customer business, technical, and system requirements for an HPE Edge-to-Cloud solution, which of the following is a key activity?

- A. Documenting every possible requirement, regardless of its relevance to the solution
- B. Gathering requirements from a single stakeholder to avoid conflicting inputs
- C. Prioritizing requirements based on their potential impact on the solution outcomes
- D. Avoiding any requirements that are difficult to implement

Correct Answer: C

QUESTION 2

Which of the following is a key trend in the IT industry that is driving the adoption of HPE Edge-to-Cloud Solutions?

- A. Increasing use of legacy systems
- B. Decreasing demand for data storage
- C. Growing use of data analytics and AI
- D. Decreasing demand for high-speed network connectivity

Correct Answer: C

QUESTION 3

You are meeting with a hybrid IT prospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

- A. The customer has already allocated a significant portion of their IT budget to a competing solution.
- B. The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.
- C. The customer wants to shift from a CAPEX model to an OPEX model.
- D. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Correct Answer: B

QUESTION 4

When validating that a final solution design meets updated customer requirements, which of the following is necessary?

- A. Planning the solution design

- B. Qualifying the customer requirements
- C. Documenting customer intent
- D. Selecting the right HPE and 3rd party products and services

Correct Answer: C

QUESTION 5

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.

Correct Answer: A

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