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QUESTION 1

Which product is best suited to meet an SMB customer's backup requirements and to manage data protection at remote locations, and uses Federated Deduplication to significantly reduce the capacity needed to store backup data?

- A. HP StoreVirtualVSA
- B. HP 3PAR StoreServe VSA
- C. HP StoreOnce VSA
- D. HP StoreEasy VSA

Correct Answer: C

QUESTION 2

What is a key benefit of HPE Campus solutions?

- A. a secure network that is optimized for wired connectivity rather than nonsecure wireless connectivity
- B. a complete network with embedded proprietary protocols, which are factory configured for simplicity
- C. a larger network with more tiers, which provide higher performance and reliability
- D. an agile network that is secure, scalable, and ready for software-defined networking (SDN)

Correct Answer: D

QUESTION 3

What are typical requirements at the WAN edge for an SMB edge for an SMB customer with several branch offices?

- A. technologies for large Layer 2 networks and LAN/SAN convergence
- B. flexibility in support for rack or blade server connectivity
- C. high performance and secure platform that is scalable
- D. power over Ethernet (PoE) support for wireless access points and phones

Correct Answer: C

QUESTION 4

Which customer behavior are you most likely to experience if you sell an HPE ProLiant server solution with HPE Proactive Care Support?

- A. The customer will grow dependent on the HPE support team.

- B. The customer will refer you to others.
- C. The customer will repurchase from you.
- D. The customer will report greater end-user satisfaction.

Correct Answer: C

QUESTION 5

In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two)

- A. HPE MSA batteries are easier to replace
- B. HPE MSA provides an entry-point DAS solution.
- C. HPA MSE has superior performance.
- D. HPE MSA has more choices for disk drives.
- E. HPE MSA has an upgrade path to new offerings.

Correct Answer: CE

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