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QUESTION 1

What is one benefit of the HPE acquisition of BlueData for HPE customers?

- A. BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these areas.
- B. With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
- C. Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- D. HPE has added BlueData's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Correct Answer: C

Reference: <https://assets.ext.hpe.com/is/content/hpedam/documents/a00078000-8999/a00078919/a00078919enw.pdf>

QUESTION 2

What is guideline for tailoring the conversation to CEOs?

- A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.
- B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.
- C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.
- D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

QUESTION 3

Why is TCO an important consideration for potential HPE GreenLake customers?

- A. Customers should understand TCO is not important because the cost of HPE GreenLake cannot be compared with the cost of traditional IT.
- B. Discussing TCO with customers will help them understand the large, upfront costs required for HPE GreenLake.
- C. Customers need to understand that TCO decreases with HPE GreenLake because customers do not refresh their infrastructure as often.
- D. By helping your customers recognize the high cost of overprovisioning, you can help them understand the advantages of HPE GreenLake.

Correct Answer: D

QUESTION 4

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company's needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?
- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

QUESTION 5

What is one challenge of implementing machine learning?

- A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
- B. Developers struggle to make decision makers see the value of machine learning.
- C. Few models for artificial intelligence and machine learning exist yet.
- D. Companies do not have enough data to implement machine learning.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificialintelligence-innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html>

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