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QUESTION 1

Which customer is a good fit for HPE GreenLake?

A. "To stay within our budget, I want to expand our storage using HDD or even tape. Speed is not an issue, so I don\\'t want flash."

B. "We need to ensure that our network can keep up with growth, without breaking our budget."

C. "With the security risks it poses and given the sensitive nature of our data, I don\\'t even want to consider an IoT network."

D. "Our CIO recently moved most of our workloads to the cloud and added a second cloud provider."

Correct Answer: D

QUESTION 2

What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.

B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.

C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.

D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

Correct Answer: D

QUESTION 3

What is one benefit of the HPE GreenLake workloads?

A. They include all of the solutions available through HPE GreenLake.

B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.

C. They decrease the time it takes sales professionals to provide a quote.

D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake/workloads.html

QUESTION 4

What is an accurate trend in how companies procure infrastructure?

A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.

B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.

C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.

D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

QUESTION 5

What is one distinguishing feature of HPE Pointnext?

A. It is the research lab where HPE develops the disruptive technologies of tomorrow.

B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.

C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.

D. It provides customers with compute, storage, and networking products that are not yet generally available.

Correct Answer: B

Reference: https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expandsdatacenter-care-services-to-empower-todays-modern-business.html

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