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QUESTION 1

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

QUESTION 2

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

- A. The customer wants to modernize mobile endpoints.
- B. The customer wants to modernize applications.
- C. The customer wants to modernize the data center.
- D. The customer wants to modernize IT operations.

Correct Answer: A

QUESTION 3

What is one reason businesses choose public cloud?

- A. Public cloud offers more control over IT resources than other cloud models.
- B. Public cloud eliminates the need for onsite capital equipment or IT support.
- C. Public cloud offers the ability to move workloads on-premises and off-premises as needed.
- D. Public cloud is considered the least risky option in terms of data sovereignty and security.

Correct Answer: B

QUESTION 4

A customer wants to keep workloads on-premises but also likes the public cloud model of paying for just the IT resources they consume. What customer needs?

- A. HPE Flexible Capacity
- B. HPE hyperconverged infrastructure
- C. HPE Synergy
- D. HPE Machine

Correct Answer: A

QUESTION 5

What is one way that HPE is preparing to help customers for a data-driven future?

- A. creating the industry's most comprehensive network of cloud storage providers
- B. moving all analytics from the edge to the core where decisions can be made more quickly
- C. focusing research efforts on faster processors to meet the needs of future apps
- D. developing in-memory computing that can analyze data at much greater speeds

Correct Answer: D

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