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QUESTION 1

Why might you recommend Proactive CareAdvanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Correct Answer: D

QUESTION 2

Which customer need is often associated with Platform as a Service (PaaS)?

- A. the need for a more cost effective way for employees to access applications.
- B. the need for a faster way to deploy virtual machines (VMs)
- C. the need for an on-demand model for scaling big data storage
- D. the need for a faster delivery of development environments for cloud-native app

Correct Answer: D

Explanation: https://www.hpe.com/emea_europe/en/what-is/paas.html

QUESTION 3

Which challenge do companies face as they try to find the right consumption model for them?

- A. Companies often do not understand the advantages of CAPEX funding models.
- B. Changing the consumption model requires IT to move resources from on-premises to the cloud.
- C. When companies change the consumption model, overall costs might increase for the first year.
- D. IT, financial, and department executives must collaborate to determine the best model.

Correct Answer: D

QUESTION 4

How does Aruba ClearPass help to enable an HPE IntelligentWorkspace solution?

- A. It provides the engine for integrating location-based services and automating workflows.

- B. It provides a developer kit for creating location-based service applications.
- C. It provides identity management for users and policy-based control over IoT devices.
- D. It provides a repository of built-in apps, such as dynamic space scheduling.

Correct Answer: C

QUESTION 5

What is one benefit of an HPE solution for a customer who needs to modernize their data environment?

- A. HPE offers an open source Big data and analytics model that better meets customer needs than proprietary Hadoop.
- B. HPE infrastructure helps customers consolidate their databases for improved throughput and reduced cost.
- C. HPE helps customers replace traditional databases such as SAP HANA with faster in-memory databases.
- D. HPE Synergy ensures that compute and storage scale together, so that customers can provision for their maximum requirements in advance.

Correct Answer: D

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