# HPE0-V27<sup>Q&As</sup>

HPE Edge-to-Cloud Solutions

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**QUESTION 1**

What is one imperative for IT in order to support today\\'s new generation of apps and data?

A. IT must extend change management lifecycles to reduce risk.

B. IT must be able to scale quickly and seamlessly.

C. IT must expand the data center footprint.

D. IT must deploy IoT devices that support next-gen analytic workloads.

Correct Answer: D

**QUESTION 2**

Why might you recommend Proactive Care Advanced 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 3**

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. Which desired business outcome indicates that the customer is a good prospect for a services-led effort to consolidate, virtualize, and modernize the data center?

A. an emphasis on improving employee experience with a more modern network solution

B. the desire for a private cloud solution that integrates with Amazon Web Services (AWS)

C. the need for a container as a service (CaaS) solution that integrates with Docker

D. a focus on optimizing the data center to increase efficiency and lower costs

Correct Answer: D

**QUESTION 4**

You are investigating an HPE Hybrid IT sates opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What floes the use of these tools Indicate about the opportunity?

A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.

B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.

C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.

D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Correct Answer: C

**QUESTION 5**

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

A. increased facilities ROI and improved productivity

B. reduced application provisioning time and enhanced DevOps

C. lower storage TCO and faster insights from analytics

D. reduced overprovisioning in the data center and lower TCO

Correct Answer: A

**QUESTION 6**

What is the current impact of big data and Hadoop on enterprise data centers?

A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.

B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.

C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.

D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Correct Answer: C

**QUESTION 7**

Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

A. hospitality

B. government

C. manufacturing

D. shipping

Correct Answer: C

## QUESTION 8

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."

B. "We want to enhance our mobile applications in order to provide special offers to our best customers."

C. "We are placing limits on the use of employees\\' personal devices in the workplace."

D. "We cannot keep up with the number of requests for guests to join our network."

Correct Answer: A

## QUESTION 9

What is one way today\\'s apps and data are different from the past?

A. They live on multiple platforms, from the data center, the cloud, and the network edge.

B. They are more likely to be coded with proprietary software languages.

C. They are consolidated in a centralized data center and typically accessed in one way.

D. They are not expanding as rapidly as they once were, but require more dedicated security.

Correct Answer: A

## QUESTION 10

What is one benefit of the private cloud model?

A. It removes the need for making capital expenditures in the data center.

B. It requires fewer IT resources than public cloud.

C. It offers more scalability than public cloud.

D. It enables self-service provisioning within the customer\\'s IT infrastructure.

Correct Answer: D

**QUESTION 11**

What is one way to explain the benefits of HPE Synergy fluid resource pools to a customer?

A. Fluid resource pools support workload-specific processing, which optimizes task processing.

B. Fluid resource pools offer always-on data deduplication and compression.

C. Fluid resource pools liberate resources stranded in silos, which reduces over- provisioning and CAPEX.

D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Correct Answer: A

**QUESTION 12**

What is one competitive advantage of an HPE Intelligent Workspace solution?

A. HPE holds more patents for location-based services technology than any other vendor.

B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.

C. HPE provides an end-to-end solution and avoids partnering with application providers.

D. HPE has extensive experience with workplace productivity, platforms, andinfrastructure.

Correct Answer: D

**QUESTION 13**

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

A. Developers need to accelerate their development cycles for mobile apps.

B. Clients are asking for services that the business does not currently offer.

C. IT is struggling to keep up with the amount of data that the business is generating.

D. The customer needs to streamline the onboarding process for personal devices.

Correct Answer: B

**QUESTION 14**

When gathering and analyzing customer business and technical requirements for an HPE Edge-to-Cloud solution, which of the following is a key consideration?

A. Ensuring that the solution is compatible with the latest technology trends

B. Determining the budget for the project before assessing requirements

C. Identifying the stakeholders and their specific needs and concerns

D. Avoiding any customization to minimize complexity

Correct Answer: C

**QUESTION 15**

Which customer initiative suggests an opportunity to discuss HPE solutions for location- based mobile services?

A. providing disaster recovery for a site

B. increasing database efficiency

C. driving customer engagement

D. implementing IoT

Correct Answer: C

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