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QUESTION 1

Which HPE storage family provides software-defined storage and allows the customer to turn an existing x86 server\\'s storage into a highly available, full-featured virtual array?

A. HPE StoreVirtual VSA

B. HPE StoreOnce

C. HPE 3PAR StoreServ

D. HPE MSA

Correct Answer: A

QUESTION 2

Which HPE Networking product should you position for an SMB customer\\'s first network?

A. HPE 1950 Switch

B. HPE R120 Wireless VPN Router

C. HPE 1420 Switch

D. HPE M330 802 Hac Access Point

Correct Answer: B

QUESTION 3

Which HPE product is ideally suited for rapidly growing SMB customers because it provides data mobility, high availability, and low-cost storage?

A. HPE StoreOnce 2900

B. HPE StoreVirtual VSA

C. HPE 3PAR StoreServ 8400

D. HPE StoreEasy

Correct Answer: B

QUESTION 4

What is HPE\\'s turnkey, enterprise-grade Wi-Fi solution for SMB customers?

A. HPE M330 11ac

B. HPE M210.11n

C. HPE AruDa instant

D. HPE MSM-802 11n

Correct Answer: C

QUESTION 5

What is one customer challenge that traditional campus networks face?

A. IT uses a single management tool for both wired and wireless networks, which limits efficiency

B. Inconsistent wired and wireless user experience limits productivity.

C. Voice, video, and data traffic must be separated onto their own networks

D. There is insufficient use of wireless networks to justify the investment in mobility solutions

Correct Answer: B

QUESTION 6

What is a cost effective entry-level SAN for a customer that is implementing virtualization?

A. HPE StoreEver LTO

B. HPE MSA

C. HPE StoreOnce VSA

D. HPE StoreEver Library

Correct Answer: B

QUESTION 7

Which customer trigger can be addressed with Instant performance from Aruba Instant Access Points?

A. The customer does not have an adequate number of IT professionals who have wireless knowledge.

B. The Wi-Fi network was a significant investment for the customer.

C. The Wi-Fi network does not meet the customer\\'s business needs

D. The Wi-Fi network is difficult to manage.

Correct Answer: C

QUESTION 8

Which Bladesystem option provides additional benefits to SMB customers who also need a backup solution ?

A. dashboard

B. expansion cage

C. ?Virtual Connect

D. internal tape storage blades

Correct Answer: C

QUESTION 9

Which HPE server series is targeted at SMB customers?

A. HPE Integrity servers

B. HPE Moonshot servers

C. HPE Apollo HPC servers

D. HPE ProLiant DL servers

Correct Answer: D

QUESTION 10

What correctly describes the HPE approach to software-defined networking (SDN)?

A. HPE has taken a conservative approach toward SDN to protect customer legacy investments

B. HPE strategy indicates that SDN will become less important as cloud solutions become more common.

C. HPE has developed SDN m-house and is making its proprietary technology available to customers.

D. HPE is committed to SDN, with offerings across the infrastructure, control, and application layers

Correct Answer: D

QUESTION 11

What is a key benefit of HPE Campus solutions?

A. a secure network that is optimized for wired connectivity rather than nonsecure wireless connectivity

B. a complete network with embedded proprietary protocols, which are factory configured for simplicity

C. a larger network with more tiers, which provide higher performance and reliability

D. an agile network that is secure, scalable, and ready for software-defined networking (SDN)

Correct Answer: D

QUESTION 12

Which HPE Tower server series is targeted at SMB customers?

A. ProLiant ML 100 series

B. Integrity BL 800c series

C. ProLiant DL 500 series

D. ProLiant SL 200 series

Correct Answer: A

QUESTION 13

Which statement is correct about LTO tape drives as a solution for SMB customers?

A. LTO tape drive implementation and management is highly complex.

B. LTO tape drives provide an entry-level SAN solution.

C. LTO tape drives are very affordable

D. LTO tape drives have the highest cost for backup and archive

Correct Answer: D

QUESTION 14

Which features of the HPE ProliantMicroServer provide benefits to SMB customers? (Select two)

A. instant out-of-box setup

B. convertible to rack mount

C. integrated chassis

D. dual processor for heavy workloads

E. simple embedded management software

Correct Answer: E

QUESTION 15

In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two)

A. HPE MSA batteries are easier to replace

B. HPE MSA provides an entry-point DAS solution.

C. HPA MSE has superior performance.

D. HPE MSA has more choices for disk drives.

E. HPE MSA has an upgrade path to new offerings.

Correct Answer: CE

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