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QUESTION 1

Which question can open the discussion for solutions such as HPE StoreOnce and HPE Nimble Adaptive Flash Arrays with Veeam?

A. How agile are your DevOps processes?

B. What level of performance do your databases require?

C. How virtualized is your environment?

D. What effects do downtime have on your business?

Correct Answer: C

QUESTION 2

A customer with a highly virtualized environment is interested in HPE SimpliVity. However, the customer tells you she does not want to retain the IT staff to learn another management tool.

How should you respond?

A. HPE SimpliVity provides GUI plugins for both VMware vCenter and Microsoft System Center Virtual Machine Manager.

B. The HPE SimpliVity management interface takes only minutes to learn so extensive retraining is not required.

C. Customers using VMware vCenter can continue to use that management interface, but Hyper-V customers will have a small learning curve to learn the SimpliVity management interface.

D. The benefits of HPE SimpliVity far outweigh the minimal effort to retrain some IT staff to use a new management interface.

Correct Answer: C

QUESTION 3

For which customer would you recommend HPE OfficeConnect solutions?

A. A small company that has no IT staff and wants a plug-and-play solution for its 25 users.

B. A small company that wants to be able to manage its network solution via the cloud.

C. A small company that has an aging Aruba wireless infrastructure.

D. A small company with 55 users that expects to double in size over the next year.

Correct Answer: A

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QUESTION 4

Which describes the HPE SimpliVity 380?

A. Software-defined and hardware optimized

B. Built on the HPE Apollo Gen10 Server

C. Designed specifically for companies that need a VDI solution but have space constraints

D. Optimized for compute-intensive workloads, rather than storage-intensive workloads

Correct Answer: A

QUESTION 5

A customer wants to upgrade their 802.11a/b/g APs to 802.11ac APs. However, the customer does not want to refresh their aging wired infrastructure, which is from another vendor, because most users access the network from a wireless connection.

Why should you recommend that the customer update the wired network?

A. Customers should update wired infrastructure every two years to take advantage of new features.

B. Customers can simply ensure their switch software is up to date.

C. The 802.11ac APs support higher bandwidth, which requires a stronger wired backbone.

D. Aruba wireless technologies require an Aruba wired environment to function properly and deliver business benefits.

Correct Answer: D

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