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HPE2-E71

Introduction to Selling HPE Products, Solutions and Services



Version 1.1

Exam A

QUESTION 1

You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?

- A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.
- B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.
- C. The company is growing slowly and is just beginning to gain some experience in managing databases.
- D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2 What benefit does the Aruba AppRF feature provide your customers?

- A. It dynamically adjusts the radio power to reduce interference in high-density AP environments.
- B. It connects clients to the best available AP, eliminating issues caused by clients that stick to an AP even if the signal strength is weak.
- C. It inspects wireless traffic to monitor how applications are used and to give priority to business-critical applications.
- D. It improves wireless performance by moving AP radios to channels that are not experiencing RF interference.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.slideshare.net/ArubaNetworks/emea-airheads-aruba-apprf-aos-6x-8x>



QUESTION 3

What is one initiative that SMBs are pursuing to achieve the same IT-centric vision that enterprises have?

- A. Define the boundaries between IT and line of business managers
- B. Create more data center silos
- C. Improve customer relationships
- D. Significantly increase their IT budget for maintenance

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

Your customer tells you he is not considering support services since the products they are using have a warranty. Which question could you ask to demonstrate the importance of support service?

- A. Who in your company can fix the issue if it occurs during normal business hours?
- B. What happens if a problem occurs on the weekend or a holiday?
- C. What happens if the product experiences a hardware defect?
- D. How many hardware issues has your company experienced?

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 5 Your SMB customer needs a new storage solution. You want to know if the customer is a good fit for a business analytics and database support use case. Which question would help you qualify the customer for this use case?

- A. What technologies and software are you using to back up your data?
- B. How do you address unplanned downtime?
- C. What are your biggest challenges in gaining insights from your data?
- D. How virtualized is your environment?

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6 Your customer is looking for a flash storage solution that enables them to move data between on-premises arrays and the cloud. Which HPE storage solution would you recommend?

- A. HPE MSA
- B. HPE Nimble
- C. HPE StoreVirtual
- D. HPE StoreEasy

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/storage/nimble.html



QUESTION 7 What is the business value of HPE

Persistent Memory?

- A. It increases the size of traditional storage, allowing customers to store more data.
- B. It includes custom server profiles that are tuned to specific workloads.
- C. It delivers new levels of performance for customers' workloads.
- D. It enables jitter smoothing, which reduces fluctuations in the processor.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/v2/getpdf.aspx/c04939369.pdf?ver=3>

QUESTION 8

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: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

You have qualified your customer for a storage virtualization use case. Your customer tells you about 45% of their servers are virtualized, but they need to improve scalability before they increase their virtualization. Where is this customer in their visualization journey?

- A. Expanding
- B. Getting started
- C. Planning
- D. Growing

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10 Which HPE management tool supports Intelligent Tuning features?

- A. iLo Standard
- B. Intelligent Provisioning
- C. Insight Control
- D. iLo Advanced

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/servers/server-management/tuning.html

QUESTION 11

Which HPE storage solution is targeted to customers who want, not only to store backup data, but also to put that data to work?

- A. HPE MSA
- B. HPE StoreEver
- C. HPE StoreEasy and RMC
- D. HPE Nimble Adaptive Flash Array

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/storage/rmc-backup.html

QUESTION 12

You have proposed HPE Nimble to a customer who is concerned about costs and value. What can you explain about Nimble benefits to address these concerns? (Select two.)

- A. HPE Nimble helps customers avoid hidden costs with flat support licensing and all-inclusive software.
- B. HPE Nimble is a simple, traditional SAN solution that gives good performance without unnecessary data services.
- C. HPE Nimble uses storage class memory (SCM), which is more cost effective than traditional flash alone.



- D. HPE Nimble includes the licensing for the selected virtualization environment such as VMware or Hyper-V.
- E. HPE Nimble imposes less overhead than other storage solutions so customers can get more data on less storage.

Correct Answer: AE

Section: (none)

Explanation

Explanation/Reference:

Reference: <http://www.storagepricing.org/tag/nimblestorage-pricing/>

QUESTION 13 What is one difference between HPE Proactive Care and HPE Proactive Care Advanced?

- A. HPE Proactive Care Advanced includes a local, assigned account support manager.
- B. HPE Proactive Care Advanced provides problem resolution services including 24x7 monitoring.
- C. HPE Proactive Care Advanced includes firmware and patch analysis.
- D. HPE Proactive Care Advanced provides scans and tailored reports on the customer's environment.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.data3.com/wp-content/uploads/2014/07/Proactive-Care-versus-Foundation-care.pdf>

QUESTION 14

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: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 15

Which management tool ensures HPE ProLiant server is cooled properly and monitors memory, processors, and power supplies?

- A. HPE iLo
- B. HPE Intelligent Tuning
- C. HPE Insight Online
- D. HPE UEFI

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

- A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.

- B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.
- C. The customer needs a storage solution that includes backup and replication capabilities.
- D. The customer is looking for a way to reduce the time it takes to provision and manage employees' desktops.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17 What are business values of HPE

SimpliVity? (Select two.)

- A. SimpliVity eliminates the need for data center core switches.
- B. SimpliVity integrates up to five core data center activities, simplifying IT operations.
- C. A majority of companies using HPE SimpliVity report a dramatic improvement in application performance.
- D. Companies can deploy services and applications more quickly, allowing IT to focus on innovation.
- E. IT can choose from a suite of management tools, allowing them to use the tool that is best suited for their IT staff's skill sets.

Correct Answer: CD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18 Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working. Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

QUESTION 19 What advantage does the HPE SimpliVity deduplication feature provide?

- A. The deduplication feature runs periodically on the storage devices, continually compressing data and freeing up storage space.
- B. The always-on deduplication feature ensures that data is deduped on the first I/O.
- C. SimpliVity uses a proprietary hypervisor, which dedupes the data before it is sent to the Data Virtualization Layer.
- D. SimpliVity saves the data to disk before deduping it, ensuring no data loss.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20 A customer requires a core switch for a large campus network. Which switch would you recommend?

- A. Aruba 8400 Series Switch
- B. Aruba 5400R zl2 Series Switch
- C. Aruba 3810M Series Switch
- D. Aruba 2930M Series Switch

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.arubanetworks.com/products/networking/switches/8400-series/>

QUESTION 21 Which SMB offer provides the software and hardware customers need to run popular workloads?

- A. Entry models
- B. Standard models
- C. Performance models
- D. Solution models

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/servers/entry-level.html

QUESTION 22

Your customer needs to implement the strongest security measures to demonstrate regulatory compliance. Which Gen10 features should you highlight when talking to this customer? (Select two.)

- A. Silicon Root of Trust
- B. Insight Control
- C. Runtime validation
- D. Unified Extensible Firmware Interface (UEFI)
- E. Intelligent Provisioning

Correct Answer: AE

Section: (none)

Explanation

Explanation/Reference:

Reference: https://portal.techdata.ch/fileadmin/user_upload/Infos/Produkt/Gen10/HPE_Gen10-FAQ_a00009319ENW_July2017.pdf

QUESTION 23

You are explaining the HPE SimpliVity HyperGuarantee to a customer. How can you describe the Hyper Protected part of this guarantee?

- A. HPE SimpliVity is protected against hardware defects, ensuring customers receive replacement parts within 1 business day.
- B. Customers can quickly back up or restore large amounts of data, such as 1 TB virtual machine in less than one minute.
- C. Customers receive a one-year subscription of malware detection software when purchasing HPE SimpliVity.
- D. HPE SimpliVity includes a stateful firewall, which enables policy-based management.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/simplivity-guarantee.html

QUESTION 24 What is one way HPE InfoSight closes the app-data gap?

- A. It consolidates multiple arrays and pools the storage within a virtualized environment.
- B. It improves application performance by covering compute and storage.
- C. It monitors the customer's environment and resolves issues before they disrupt the business.
- D. It provides multicloud mobility so that IT can easily move data between on-premises arrays and the cloud.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.gomindsight.com/blog/closing-the-app-data-gap-with-nimble-storage/>

QUESTION 25 What type of support can a customer expect from HPE Pointnext Operational Services?

- A. Setting up a new funding strategy to pay for services as they are used
- B. Designing and optimizing solutions
- C. Optimizing workloads, resources, and capacity
- D. Accelerating DevOps to build and deliver new apps and services

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://tdhpe.techdata.eu/en/Products/Services/Introducing-HPE-Pointnext/>

QUESTION 26 HPE SimpliVity 2600 is optimized for a particular use case. Which use case?

- A. Consolidation
- B. General virtualization
- C. VDI for space constrained customers
- D. Enterprise-grade data features

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Explanation:

The HPE SimpliVity 2600 solution dramatically simplifies IT by combining infrastructure and advanced data services for virtualized workloads into a building block that delivers server, storage, and storage networking services. It also delivers a complete set of advanced functionalities that enables dramatic improvements to the efficiency, management, protection, and performance of virtualized workloads at a fraction of the cost and complexity of today's traditional infrastructure stack

QUESTION 27 Why is HPE SimpliVity the industry's most complete hyperconverged solution?

- A. It is the only solution that is software optimized and consolidates storage, server, and networking into one dense hyperconverged device.
- B. It is the only solution that consolidates up to 12 core data center functionalities and provides one management interface for all functionalities.
- C. It is the only hyperconverged solution that scales to meet the needs of any customer, from small companies to enterprise companies.
- D. It is the only hyperconverged solution that gives companies the option to store their data locally, globally, or in the cloud.

Correct Answer: A



Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

An SMB customer has an expanding SQL database deployment and needs to virtualize and consolidate the storage for a more efficient solution. The customer wants a simple flash solution that gives great performance, and the customer does not care about having the broadest feature set or control over every configuration. Instead, the customer wants a solution that can be deployed in their virtualized environment without hassle and that offers data services such as optimization without a lot of turning from IT.

Which HPE solution family should you recommend?

- A. HPE 3PAR
- B. HPE MSA
- C. HPE Nimble
- D. HPE StoreEasy

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/storage/vdi-storage.html

QUESTION 29 A company with 742 employees is looking for a server that can run multiple workloads. The company wants a turnkey solution, which includes the server operating system. Which server would you recommend?

- A. HPE ProLiant ML110 Gen10 server
- B. HPE ProLiant ML350 Gen10 server
- C. HPE ProLiant ML30 Gen9 server
- D. HPE MicroServer Gen10



Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30 A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

- A. Zero touch management
- B. Dynamic segmentation
- C. Web content filtering
- D. Adaptive Radio Management
- E. ClientMatch

Correct Answer: BE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

Which challenge might you face when discussing server solutions with your SMB?

- A. A majority of SMBs do not plan to upgrade their infrastructure over the next two years.
- B. They think "one size fits all," meaning that vendors offer one server that meets the needs of 90% of SMBs.
- C. They are not very concerned about cyber attacks so security is not a top priority for them.
- D. SMBs with few IT resources may be considering public cloud solutions.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32 What is one reason SMBs are interested in cloud solutions?

- A. Cloud provides a pay-as-you-go funding model that helps SMBs improve their bottom line.
- B. Cloud gives SMBs a computing model that meets all of their IT and business requirements.
- C. Cloud gives SMBs better control over their data than can be achieved with an on-premises solution.
- D. Cloud helps SMBs achieve 100% compliance with industry regulations.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33 Which discovery question would you use to determine if a customer is an ideal candidate for an Aruba wired solution?

- A. How is your current network performing, especially during times of peak usage?
- B. What type of devices do your employees use to access the wireless network?
- C. Do you have the budget for a large capital expenditure this year?
- D. Do you have an inhouse IT staff, or do you rely on a service provider to install IT infrastructure devices?

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 34 How do a company's IT requirements change when implementing a hyperconverged solution?

- A. IT specialists are needed to manage the storage, server, and networking components.
- B. IT has a suite of tools to plan and optimize the storage and server components.
- C. An IT generalist can manage the entire hyperconverged solution.
- D. IT can maintain their server and storage siloes while reducing the time it takes to manage them.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35 Which statement reflects the role of business managers in purchasing IT solutions for SMBs?

- A. They are involved in every step of the process and are the primary decision makers in needs assessment and identifying solution options.
- B. They are kept informed of IT's progress in evaluating solutions and then approve the budget for actually purchasing the solutions.
- C. They are consulted in the needs assessment step but do not have a significant role in the remaining steps of the buying process.
- D. They are engaged in the first three steps of the buying process, but do not participate in evaluating and selecting the solution.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36 What is the danger of firmware attacks?

- A. They cause the server to immediately shut down, creating a service outage.
- B. They render the server unusable since there is no way to remediate them.
- C. They are the most common entry point for a ransomware attack.
- D. They are difficult to detect and can be one of the most damaging.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.csoonline.com/article/2618113/security/what-you-need-to-know-about-firmware-attacks.html>

QUESTION 37 What is a distinctive benefit of HPE GreenLake Flex Capacity?

- A. Customers have the choice of using CAPEX or OPEX as the funding model.
- B. Customers amortize on-premises assets, reducing their value gradually over time.
- C. Customers have a use-based, monthly payment based on their solution.
- D. Customers use a flexible CAPEX funding model.



Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-7324ENW.pdf>

QUESTION 38 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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 39

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40 What advantages do Unified APs (UAPs) offer your customers?

- A. UAPs can be licensed as sensors or as APs, allowing customers to use the same hardware to enable and monitor the wireless network.
- B. UAPs are 802.11ac Wave 1 APs, which can be updated to 802.11ac Wave 2 APs.
- C. UAPs have one radio that supports 802.11n and one radio that supports 802.11ac.
- D. UAPs can be deployed initially as Instant APs and then later converted to controlled APs

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 41

Who is an ideal customer for HPE MSA?

- A. A small company that is looking for an entry-level flash solution to be deployed in a SAN solution.
- B. A mid-sized company that wants a direct-attached storage solution.
- C. A mid-sized company that has mission-critical applications and requires 99.9999% availability.
- D. A small customer that is looking for a backup and data protection solution.



Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA5-6523ENW.pdf>

QUESTION 42

Your customer has an aging infrastructure and tells you that their company is moving to the public cloud. What can you tell the customer about HPE SimpliVity?

- A. Nearly 90% of customers regret moving to the cloud.
- B. Although the cloud offers a more affordable solution, it does not give customers the control of an on-premises solution.
- C. Hyperconverged systems don't quite match the ease of management the cloud offers, but they provide a lower total cost of ownership.
- D. When compared to cloud solutions, hyperconverged solutions can lower costs up to 55%.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/lamerica/en/resources/integrated-systems/simplivity-cost-savings.html>

QUESTION 43 Which is one challenge that SMB customers face in adopting cloud?

- A. They cannot find convenient services for their needs.
- B. They find that the cloud services are not agile enough.
- C. They need to maintain control and ensure data is secure.
- D. They tend to prefer CAPEX funding models over OPEX.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://techaisle.com/blog/338-smb-and-midmarket-it-maturity-segments-cloud-adoption-challenges>

QUESTION 44 Your customer has a multivendor environment. Which HPE Support Service supports such an environment?

- A. HPE Datacenter Care
- B. HPE Proactive Care
- C. HPE Proactive Care Advanced
- D. HPE Foundation Care

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA4-4967ENW.pdf>



QUESTION 45

Your customer wants to know why she should use HPE Pointnext. Which statistic can you share to demonstrate HPE's success with services engagements?

- A. Approximately 2,900 HPE Services specialists join the worldwide HPE team annually.
- B. HPE partners add more than 20,000 services engagements to HPE Pointnext annually.
- C. The customer satisfaction rating for HPE services is nearly 100%.
- D. 99% of customers purchase additional HPE solutions after they experience an HPE Services engagement.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46 Your customer wants to know what distinguishes HPE servers from other servers. What is one distinguishing feature of HPE Gen10 servers?

- A. They provide the largest storage footprint in the industry.
- B. They provide more compute power than any other servers on the market.
- C. They are the most secure industry standard servers.
- D. They are more affordable than white box servers.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/servers/gen10-servers.html

QUESTION 47

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: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48

How does HPE SimpliVity 380 deliver better data efficiency than other hyperconverged solutions without compromising application performance?

- A. It offloads optimization to HPE SimpliVity Accelerator Card so compute resources can run virtual machines (VMs).
- B. It provides more DRAM to handle optimization, deduplication, and compression functions.
- C. It runs optimization, deduplication, and compression as background processes and prioritizes applications.
- D. It dedicates one compute resource to optimization, reserving the other compute resources for applications.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 49

Your SMB customer is interested in HPE ProLiant servers but explains that the company cannot tolerate any downtime. Which management tool includes remote monitoring by HPE?

- A. HPE Insight Online
- B. HPE Intelligent Provisioning
- C. HPE iLo Advanced
- D. HPE UEFI

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50

For which customer would you recommend the HPE ProLiant DL380 Gen10 Server?

- A. A customer needs an affordable server for a home office.
- B. A customer is looking for a tower server for a remote office.
- C. A customer wants a server to run low scale file and print.
- D. A customer wants to run multiple workloads on the same server.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 51 Which server solution gives customers a subscription-based, managed server?

- A. HPE ProLiant DL385 Gen10 server
- B. HPE ProLiant ML380 Gen10 server
- C. HPE ProLiant Easy Connect ML110
- D. HPE ProLiant DL560 Gen10 server

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www8.hp.com/us/en/hp-news/press-release.html?id=2212173>

QUESTION 52 Your SMB customer is concerned that wireless traffic weakens the company's network security. Which Aruba Instant APs (IAPs) built-in features should you emphasize when talking to the customer? (Select two.)

- A. IntroSpect
- B. Policy Enforcement Firewall
- C. Virtual Private Network (VPN)
- D. ClearPass
- E. RFPProtect

Correct Answer: BE

Section: (none)

Explanation



Explanation/Reference:

QUESTION 53 For which customer profile does HPE have a 90% win rate for HPE SimpliVity?

- A. Highly virtualized with VMware and interested in a disaster recovery (DR) solution
- B. Highly virtualized with VMware and interested in a backup and restore solution
- C. Highly virtualized with VMware across multiple sites and interested in backup and DR solutions
- D. Highly virtualized with VMware

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://tdhpe.techdata.eu/en/Products/Integrated-Systems/HPE-Hyperconverged/HPE-SimpliVity/>

QUESTION 54

What are distinguishing features of HPE MSA?

- A. MSA scales up to four arrays, which can be managed as one array.
- B. MSA makes the speed and efficiency of flash affordable for entry-level customers.
- C. MSA provides an enterprise-ready solution for medium-sized companies.
- D. MSA provides a multicloud flash fabric for customer moving to a Hybrid IT environment.

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 55 How does HPE Smart Rate technology benefit your customers?

- A. It provides real-time port statistics and utilization so customers can determine if the device connected to the port requires additional bandwidth.
- B. It autosenses the amount of power a device needs on a Power over Ethernet Plus (PoE+) port.
- C. It allows customers to use their existing cabling, which traditionally supports speeds up to 1 Gbps, to achieve higher speeds.
- D. It auto-negotiates port capabilities such as one-way or two-way traffic between the device and the port.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 56 Your customer wants to know why she should deploy HPE MSA over a competing solution. What is one thing you can tell this customer?

- A. MSA provides application-level encryption to secure the company's data.
- B. MSA is the only flash solution that is affordable enough for a small company.
- C. MSA is a leading disk enclosure solution that greatly simplifies capacity expansion.
- D. MSA has been the leading entry-level Fibre Channel array for nine years.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://community.hpe.com/t5/Around-the-Storage-Block/New-HPE-MSA-entry-storage-innovation-More-affordable-flash/ba-p/7018039>

QUESTION 57 What is one benefit of HPE Financial Services?

- A. It can finance 100% of the solution, including non-HPE products.
- B. It is the only organization that offers equipment recovery and disposal services.
- C. It offers one pay-as-you-go model for SMBs, which other financial institutions often do not accommodate.
- D. It offers interest rates at 1% lower than the prime rate.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 58

Your customer explains that downtime costs the company too much time and money. The customer wants to build resiliency into the wired network. Which switch supports the virtual switching framework (VSF) providing resiliency at the access layer?

- A. Aruba 2530 Series Switch
- B. Aruba 2930F Series Switch
- C. Aruba 2540 Series Switch



D. Aruba 3810M Series Switch

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: https://support.hpe.com/hpsc/doc/public/display?docId=emr_na-c05224712

QUESTION 59

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 60 Which challenge do SMB customers face in being competitive in terms of their workforce?

- A. They cannot attract millennials who tend to be tech savvy so a majority of their management are resistant to new innovations in technology.
- B. Their full-time IT staff need to refresh their skills so they can work more effectively and efficiently.
- C. They have to make IT process and decision-making more visible to users, who complain about the lack of insight into the IT department.
- D. They have to provide reliable network access to all their employees, regardless of location, to maintain productivity and satisfaction.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference: