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## Selling HPE Hybrid Cloud Solutions

HP HPE2-E72

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**QUESTION NO: 1**

What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

**ANSWER: D**

**QUESTION NO: 2**

What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

- A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.
- B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.
- C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.
- D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

**ANSWER: D**

**QUESTION NO: 3**

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company's needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?
- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

**ANSWER: B**

**QUESTION NO: 4**

Why is a Unified API a critical component of composability?

- A.** It exposes the Artificial Intelligence (AI) features that are embedded in HPE InfoSight.
- B.** It provides a container run-time environment for DevOps, which speeds up application development.
- C.** It enables customers to use the tools they prefer to further orchestrate their environment.
- D.** It helps customers establish silos for different workloads, making it easier to manage the infrastructure.

**ANSWER: C**

**QUESTION NO: 5**

What is a key distinguishing feature of HPE composable infrastructure solutions?

- A.** HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.
- B.** HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.
- C.** HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.
- D.** HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

**ANSWER: C**

**QUESTION NO: 6**

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?

- A.** SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.
- B.** SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.
- C.** Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.

D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

**ANSWER: C**

#### QUESTION NO: 7

What is one challenge of implementing machine learning?

- A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
- B. Developers struggle to make decision makers see the value of machine learning.
- C. Few models for artificial intelligence and machine learning exist yet.
- D. Companies do not have enough data to implement machine learning.

**ANSWER: A**

#### QUESTION NO: 8

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer is looking for storage nodes for an object storage solution.
- B. The customer needs an easier way to migrate data between on-prem and the public cloud.
- C. The customer has a VMware environment and wants to migrate that to a hyperconverged solution.
- D. The customer is primarily concerned about avoiding and disruption to mission critical services.

**ANSWER: D**

#### QUESTION NO: 9

What is one benefit of the HPE acquisition of MapR for HPE customers?

- A. HPE has added MapR's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.
- B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.

D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

**ANSWER: C**

**QUESTION NO: 10**

What is one benefit artificial intelligence providing for HPE composability?

- A. Automating third-party integration with the HPE Unified API
- B. Providing template-based provisioning as part of HPE InfoSight
- C. Using predictive analytics to optimize the infrastructure
- D. Providing security analysis of HPE firmware

**ANSWER: C**