QUESTION: 91
Which keywords should you listen for to identify an opportunity for Nimble solutions?

A. storage networking
B. virtualization pooling appliance-free
C. uses DAS, needs room for growth
D. flash performance, advanced data management

Answer: D

QUESTION: 92
A customer wants a server solution that provides the best of both worlds: on-premises and cloud. Which HPE ProLiant family meets this customer's needs?

A. HPE ProLiant Gen10
B. HPE ProLiant Easy Connect
C. HPE ProLiant MicroServer
D. HPE ProLiant DL500 Series

Answer: B

QUESTION: 93
What is one distinguishing feature of HPE Nimble All Flash Arrays?

A. They operate seamlessly within a hyperconverged solution.
B. They offer 20% more usable capacity from raw storage than other vendors.
C. They are hypervisor and hardware agnostic.
D. They are tightly integrated with VMware, Microsoft, and Linux.

**Answer:** A

**QUESTION:** 94
You are researching a potential customer for a server solution. Which piece of information can help you determine the server solution most likely to meet their needs?

A. how users access their network  
B. how they make purchasing decisions  
C. how soon they need to implement the solution  
D. how many users they need to support

**Answer:** D

**QUESTION:** 95
When talking with HPE customers about other HPE solutions what can indicate an opportunity for HPE storage?

A. questions about pay-as-you-go financing  
B. concerns about unified wired and wireless access  
C. concerns about managing and protecting data  
D. questions about implementing hybrid IT

**Answer:** C

**QUESTION:** 96
Which question can help you discover whether HPE OfficeConnect OC20 is a good fit for your customer?

A. "Are you supporting your wired network with old Cisco switches?"  
B. How important is wireless access to your business?  
C. What are your biggest security threats?"  
D. How do you onboard guest devices and how many do you need to manage
**QUESTION: 97**
A customer needs a primary storage solution for their virtualized environment. The customer wants the performance of a flash-based storage array, but also has a limited budget and does not want extra or advanced features. Which HPE storage solution best meets these needs?

A. HPE StoreOnce  
B. HPE MSA  
C. HPE Nimble  
D. HPE StoreVirtual VSA

**Answer: B**

**QUESTION: 98**
What is one way that Aruba management solutions help organizations improve their business operations?

A. Aruba helps to speed the development time for cloud-native applications.  
B. Aruba helps organizations to manage backup, and restore their data more simply.  
C. Aruba helps to provide a significant reduction in unplanned downtime.  
D. Aruba helps organizations deploy more I- resources for network management

**Answer: C**

**QUESTION: 99**
How can HPE Financial Services help you to find opportunities with small-to-medium business customers?

A. It enables the flexible consumption models that customers want for their IT resources  
B. It moves small-to-medium business customers from an to a CAPEX model.  
C. It provides cost-effective support and design services for small-to-medium business  
D. It educates small-la-medium business customers on how to calculate TCO and ROI.
QUESTION: 100
What is one characteristic of ideal candidates for Aruba switches?

A. They need plug-and-play deployment with limited customization.
B. They need cost-effective switches, optimized for customers with under 100 employees
C. They need unmanaged switches that require no IT staff.
D. They need to simplify and secure the onboarding of new network devices.

Answer: D
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