HP

HPE2-E69

Selling HPE Hybrid IT, Intelligent Edge, and Services

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QUESTION: 138
A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

A. It automatically deploys patches to all desktops at the network edge.
B. It ensures that all data remains securely in the data center.
C. It includes security monitoring as a service as part of the solution.
D. It embeds a silicon root of trust in every desktop.

Answer: B

QUESTION: 139
You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.
C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Answer: C

QUESTION: 140
What is one imperative for IT in order to support today's new generation of apps and data?
A. IT must extend change management lifecycles to reduce risk.
B. IT must be able to scale quickly and seamlessly.
C. IT must expand the data center footprint.
D. IT must deploy IoT devices that support next-gen analytic workloads.

Answer: D

**QUESTION:** 141
A customer states that their company already has a mix of private and public cloud services, and they find it complex to manage. What should you explain about HPE Hybrid IT?

A. HPE Hybrid IT removes public cloud service from the mix, making the solution easier to control and more scalable.
B. HPE Hybrid IT provides a unified view of all IT resources, including both on-premises and off-premises resources.
C. HPE Hybrid IT transforms traditional composable resource pools into pools in which storage and servers scale together.
D. HPE Hybrid IT helps IT operations spend more time maintaining critical services rather than responding to line-of-business demands.

Answer: B

**QUESTION:** 142
How is HPE responding to the demands of next-gen technologies for more processing power and memory?

A. HPE is investing in quantum computing and neuromorphic chips.
B. HPE is encouraging customers to offset slowing processing power with more storage.
C. HPE is relying on Moore's law to take effect for more processing power.
D. HPE is redesigning servers with photonic processors and memory-driven computing.

Answer: D

**QUESTION:** 143
Why is it important to meet with other influential decision makers in a company?
A. It allows you to present technical information about products to executives outside of IT.
B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles.
C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.
D. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.

Answer: B

QUESTION: 144
How does artificial intelligence help businesses get the most out of their IoT implementations?

A. It enables them to archive the vast amounts of data collected by the IoT devices.
B. It enables them to enhance the security for data collected by the devices.
C. It provides a mechanism to change their business priorities on the fly.
D. It gives them real-time insights into IoT data to improve their business outcomes.

Answer: D

QUESTION: 145
How should you discuss digital transformation with your customers?

A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
B. Focus on the way public cloud solutions can speed delivery of services and applications.
C. Help them elevate digital transformation from an incubation project to a business imperative.
D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Answer: B
QUESTION: 146
Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

A. The customer is looking to automate their data center but is not interested in expanding to cloud.
B. The customer needs to control access for both mobile and traditional users.
C. The customer needs to deploy IoT devices in a secure manner.
D. The customer is not interested in IoT, but does want to support BYOD.

Answer: C

QUESTION: 147
A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

A. the need to protect servers against malware at the silicon level
B. the need to track meeting room utilization
C. the need to encrypt big data and archived data
D. the need to secure guest and BYOD access

Answer: D
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