



**Free Questions for HPE0-V28 by certsdeals**

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## Question 1

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**Question Type:** MultipleChoice

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Which customer would be a good candidate for HPE Flexible Capacity?

### Options:

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- A-** a company that is purchasing some services in public cloud but is concerned about public cloud security
- B-** a company that recently updated their data center and anticipates no further updates for at least a year
- C-** a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- D-** a small company that wants to move from a small on-premises network to public cloud

### Answer:

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A

## Question 2

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**Question Type:** MultipleChoice

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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?

**Options:**

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- 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:**

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B

## Question 3

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**Question Type:** MultipleChoice

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In talking to your customers, what would suggest an HPE Hybrid IT opportunity?

**Options:**

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- A- The customer wants to know if better collaboration tools will improve employee productivity.
- B- The customer is interested in updating their wired and wireless network to include a unified management solution.
- C- The customer wants to implement user-based access to prevent unauthorized users from gaining access.
- D- The customer has been trying to automate their infrastructure but is seeing few results.

**Answer:**

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D

## Question 4

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**Question Type: MultipleChoice**

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Why might you recommend Proactive Care Advanced rather than Proactive Care?

**Options:**

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- A- The company wants reports that are tailored for them.

- B-** The company needs monitoring 24x7.
- C-** The company wants enhanced call handling.
- D-** The company needs a dedicated HPE Account Support Manager (ASM).

**Answer:**

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D

## Question 5

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**Question Type:** MultipleChoice

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Why should HPE partners understand the advantages that HPE Financial Services offer?

**Options:**

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- A-** By 2019 a majority of companies will be using leasing options.
- B-** In 2017 a majority of companies moved their services from private cloud to public cloud.
- C-** By 2018 a majority of companies will increase their IT budgets by 25%.
- D-** By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

**Answer:**

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A

## Question 6

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**Question Type: MultipleChoice**

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A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

**Options:**

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- A-** The customer wants to modernize mobile endpoints.
- B-** The customer wants to modernize applications.
- C-** The customer wants to modernize the data center.
- D-** The customer wants to modernize IT operations.

**Answer:**

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A

## Question 7

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**Question Type:** MultipleChoice

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Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

**Options:**

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A- hospitality

B- government

C- manufacturing

D- shipping

**Answer:**

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C

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