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Question 1

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

Options:

A- Developers need to accelerate their development cycles for mobile apps.

B- Clients are asking for services that the business does not currently offer.

C- IT is struggling to keep up with the amount of data that the business is generating.

D- The customer needs to streamline the onboarding process for personal devices.

Answer:

B

Question 2

Which challenge do companies face as they try to find the right consumption model for them?

Options:

A- Companies often do not understand the advantages of CAPEX funding models.

B- Changing the consumption model requires IT to move resources from on-premises to the cloud.

C- When companies change the consumption model, overall costs might increase for the first year.

D- IT, financial, and department executives must collaborate to determine the best model.

Answer:

D

Question 3

Question Type: **MultipleChoice**

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

A- Take a services-led approach to transform the customer data environment with cloud storage solutions.

B- Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.

C- Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.

D- Take a services-led approach to transform the customer data center into a full software-defined infrastructure.

Answer:

D

Question 4

Question Type: **MultipleChoice**

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

Options:

A- It provides the engine for integrating location-based services and automating workflows.

B- It provides a developer kit for creating location-based service applications.

C- It provides identity management for users and policy-based control over IoT devices.

D- It provides a repository of built-in apps, such as dynamic space scheduling.

Answer:

C

Question 5

Question Type: **MultipleChoice**

You are investigating an HPE Hybrid IT sates opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What floes the use of these tools Indicate about the opportunity?

Options:

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 6

Question Type: MultipleChoice

What is one imperative for IT in order to support today's new generation of apps and data?

Options:

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 7

Question Type: MultipleChoice

Which customer initiative suggests an opportunity to discuss HPE solutions for location-based mobile services?

Options:
A- providing disaster recovery for a site

B- increasing database efficiency

C- driving customer engagement

D- implementing IoT

Answer:

C

Question 8

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

Options:

A- the ability to integrate IoT devices into the network with minimal security risks

B- the ability to dynamically deploy location-based service apps to customer mobile devices

C- the ability to support virtualized workloads from leading vendors such as VMware

D- the ability to independently scale compute and storage resources, and redefine them dynamically

Answer:

D

Question 9

What is one way Aruba networking solutions improve the user experience?

Options:

A- by providing high-speed Wi-Fi with wire-like reliability

B- by giving mobile devices highest priority on the network

C- by redirecting compute-intensive apps to wired connections

D- by ensuring all forms of traffic are treated in the same way

Answer:

A

Question 10

Question Type: MultipleChoice

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on bare metal. The customer also has some cloud services. The customer wants to continue using some public cloud

services but bring other services back to the data center.

Which approach should you take with this customer?

Options:

A- Approach the customer with a pre-packaged HPE private cloud built on hype re on verged Infrastructure.

B- Avoid wasting more time on this opportunity because the customer is already committed to public cloud.

C- Take a services-led approach to help the customer unify their services in an automated hybrid cloud.

D- Help the customer plan how to update their database applications to better support big data and cloud object storage.

Answer:

A