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Introduction to Selling HPE Solutions

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QUESTION 1

How do UC applications tend to affect customer networks?

- A. They introduce the need for dedicated firewall appliances connected to each edge switch.
- B. They increase traffic at the network edge and increase speed requirements.
- C. They increase the amount of latency that network devices can tolerate.
- D. They make the types of traffic that flow through the network more uniform.

Correct Answer: A

QUESTION 2

A customer want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

- A. The APs are ready to become discovered and controlled by an Aruba controller out of the box.
- B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.
- C. The customer only needs to configure one AP; other APs automatically take their configuration from it.
- D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

QUESTION 3

A budget-conscious SMB customer wants a shared storage solution for all of its unstructured data. What is the ideal type of storage architecture for this client?

- A. NAS
- B. SAN
- C. DAS
- D. LTO

Correct Answer: B

QUESTION 4

A customer needs a reliable, enterprise class server that can support virtualized workloads. The customer is more performance-conscious than budget-conscious. Which server best meets the customer needs?

- A. HPED3000.
- B. HPE ProLiant ML10v2.
- C. HPE ProLiant DL120 Gen9.
- D. HPE ProLiant MicroServer.

Correct Answer: B

QUESTION 5

What is an advantage of HPE versus its competitors in the server market?

- A. HPE has the broadest server portfolio in the market.
- B. HPE beats all of its competitors on price.
- C. HPE is the only manufacturer of both tower and rack servers.
- D. Due to its smaller size. HPE offers customers a more personable experience.

Correct Answer: C

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