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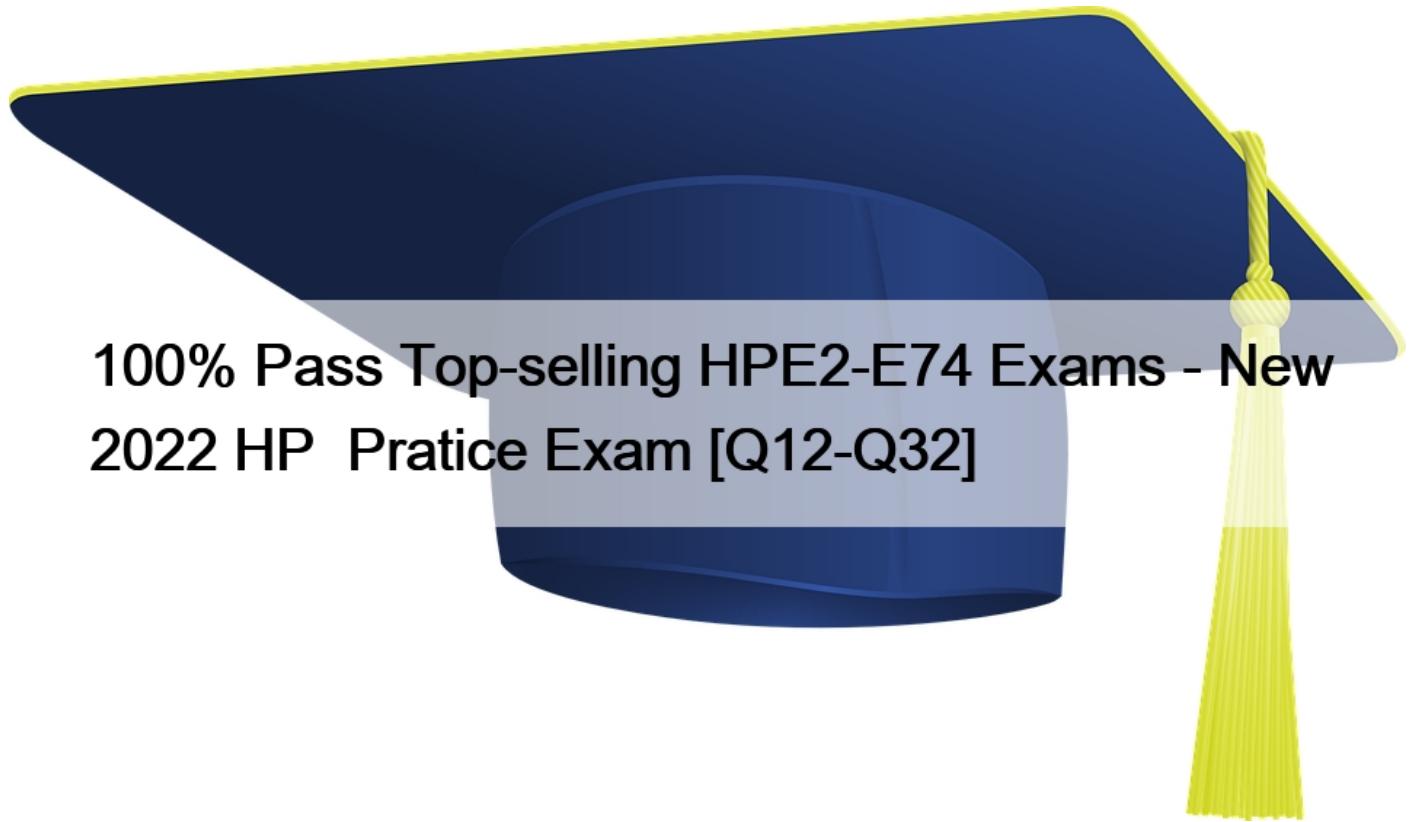
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NEW QUESTION 12

What should HPE partners do to comply with the UN Guiding Principles on Business and Human Rights?
* Create a plan for improving human rights in the geographic regions in which they operate.
* Donate a portion of proceeds towards commissions for addressing human rights violations.
* Implement a process for identifying sales transactions with a high risk for human rights violations.
* Establish a committee for researching human rights issues and principles.

NEW QUESTION 13

What is one benefit that a retailer could gain from Internet of Things (IoT)?
* A machine-learning-based approach for application development
* Faster development for customer service apps
* Better asset monitoring and management
* The ability to migrate workloads more easily between the edge and cloud

NEW QUESTION 14

What are key distinguishing features of Aruba CX switches?

* They feature a built-in framework for monitoring and troubleshooting networks and an open API for programmability.
* They feature embedded gateway features for controlling Aruba APs.
* They are designed for plug-and-play deployment in small customer environments.
* They are designed to provide good performance and basic features for budget-minded customers

NEW QUESTION 15

What is specified in the HPE SimpliVity HyperProtected guarantee?

* The HPE SimpliVity frewall protects workloads from millions of known attacks.
* All data that enters the HPE SimpliVity Data Virtualization Platform is encrypted.
* With HPE SimpliVity, customers can back up or restore a 1TB VM in under one minute.
* If one HPE SimpliVity node in a cluster fails, the Data Virtualization Platform can take over its functions.

NEW QUESTION 16

What is one business driver that can make a customer a good candidate for HPE SimpliVity solutions?

* The customer is looking for a way to backup data from a variety of sources such as HPE Nimble arrays.
* The customer has workloads in which compute and storage scale in an uneven and unpredictable manner.
* The customer is looking for an automated, Tier 0 storage solution for mission critical databases.
* The customer is looking for ways to collapse server and storage siloes and to reduce the complexity of traditional IT.

NEW QUESTION 17

Which danger do firmware attacks pose?

* These attacks target only white box servers because the supply chain for these servers is not protected.
* These attacks are designed to return the server to factory default settings before they are detected.
* Security programs fail to detect these attacks because they run under the server OS.
* Vendors do not have a way to detect and remediate these attacks so the only defense is securing the supply chain.

NEW QUESTION 18

What is one advantage of hybrid cloud for customers?

* Hybrid cloud enables customers to eliminate the use of complex private cloud technologies.
* Hybrid cloud helps customers to reduce their spending on expensive virtualization licenses.
* Hybrid cloud helps customers better control their data and where they store that data.
* Hybrid cloud ensures that customers can use a pay-as-you-go spending model for all of their resources.

NEW QUESTION 19

What is one key dierence between SMBs that use hybrid cloud and other SMBs?

* The SMBs using hybrid cloud improve exibility and visibility and reduce downtime.
* The SMBs using hybrid cloud are often able to eliminate the use of public cloud within a year.
* The SMBs using hybrid cloud no longer need to train IT in complex private cloud tools.
* The SMBs using hybrid cloud spend slightly more on IT but increase security

NEW QUESTION 20

A customer needs a data protection solution for the company’s HPE Nimble AllFlash arrays. You have recommended a

Nimble Adaptive Flash Array integrated with Veeam. The customer wants a low-cost alternative. What should you recommend?

* HPE SimpliVity
* HPE Primera integrated with Veeam
* HPE StoreOnce
* HPE MSA

NEW QUESTION 21

What is one benefit of Power over Ethernet (PoE) support in an Aruba switch?

* PoE enables plug-and-play deployment and simplified management for the switch.
* PoE decreases the external power requirements for the switch to reduce costs.
* PoE enables the switch to support the high speeds required for modern voice and video applications.
* PoE simplifies the setup of devices connected to the switch, such as cameras and APs.

NEW QUESTION 22

You have proposed HPE SimpliVity to a customer. The customer tells you that a competitor has given a lower bid. What is one approach you should take to responding?

* Explain that the HPE SimpliVity solution integrates firewall capabilities so the customer no longer needs to pay for those.
* Explain that the competing solution likely has many software bugs and uses inferior, commodity grade hardware.
* Scale down the number of nodes in the solution until your bid is the same or just lower than the competitors’ bid.
* Discuss whether the competitor has properly sized the solution with a high enough core count for the customers’ needs

NEW QUESTION 23

A customer has a pilot program for a new service. The customer is concerned that the actual demand for the service might not meet the customer’s expectations. How do HPE Adaptive Use financial models mitigate this risk?

* These models allow customers to pay a monthly, usage-based rate for on-prem infrastructure.
* These models allow customers to return some of the infrastructure later to reduce costs.
* These models adjust the payment rate for the infrastructure based on the revenue that the infrastructure generates.
* These models allow customers to pay a monthly, usage-based rate for resources in a co-located data center.

NEW QUESTION 24

What is a difference between the HPE Subscription and the HPE Technology Refresh financing models?

* HPE Technology Refresh permits SMBs to upgrade their solution on a regular basis while HPE Subscription does not.
* HPE Subscription allows customers to finance a solution that includes non-HPE software while HPE Technology Refresh does not.
* HPE Subscription allows SMBs to exchange upfront capital outlays with predictable, periodic bills while HPE Technology Refresh does not
* HPE Technology Refresh permits customers to buy out the equipment at the end of the term while HPE Subscription does not.

NEW QUESTION 25

Which customer need indicates that HPE Primera could be a better choice for the customer than HPE Nimble?

* Need for converged storage and compute to support virtualized workloads
* Need for a simplified management experience, geared to the IT generalist
* Need for zero downtime for mission-critical workloads
* Need for a storage platform that provides all-ash performance and low latency

NEW QUESTION 26

What is one distinguishing value of as-a-service solutions for customers?

* Customers are guaranteed a lower total cost of ownership (TCO) for the solution.
* Customers receive greater tax benefits by shifting to an as-a-service funding model.
* Customers gain ongoing access to the latest technologies through continuous upgrades.
* Customers are able to fund larger infrastructure solutions through a “lease-to own” model.

NEW QUESTION 27

You have proposed HPE Nimble for a customer. The customer is concerned about availability for business-critical workloads. What should you explain?

* HPE Nimble is not suitable for business-critical workloads, but you can oer HPE Primera instead.
* HPE Nimble provides a 100% Availability Guarantee with features like RAID 10 and storage-class memory (SCM).
* HPE Nimble provides six-nines availability with features like Triple+ Parity RAID and InfoSight integration.
* HPE Nimble is not suitable for business-critical workloads, but you can oer HPE MSA instead.

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