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QUESTION 1

Forrester, an independent market analyst, places HPE as a Leader in the private cloud market. What is one area in which HPE distinguished itself?

- A. ease of deployment
- B. public cloud offerings
- C. DoD compliance
- D. automated provisioning

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

What is one benefit of the HPE OneView Unified API?

- A. It provides unified and policy based access control for employees through a single interface.
- B. It allows the customer to eliminate third party configuration automation tools from their data center.
- C. It allows the customer to automate tasks, such as provisioning servers, with one line of code.
- D. It uses XML, a programming language with a long track record and wide-spread adoption by customers.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

What is the world's most deployed server?

- A. HPE ProLiant DL560
- B. HPE ProLiant DL580
- C. HPE ProLiant DL20 Gen 9
- D. HPE ProLiant DL380

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

When competing against vendors such as IBM, Cisco, VMware and EMC VCE, what should you avoid with your customer?

- A. getting caught up in endless comparisons, trying to match feature against feature
- B. discussing information regarding HPE success in cloud computing
- C. complementing the competition
- D. discussing price as a competitive advantage

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:



QUESTION 5

When you are meeting with a customer who is comparing your solutions against the competition, what is the best way to convince them that HPE is the best solution?

- A. Emphasize the services component of the solution rather than doing a hardware comparison.
- B. Match the solution to the critical KPIs they use as determining factors.
- C. Present a solution that is cheaper than the competition.
- D. Compare and contrast HPE solutions and their competitors.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6

What is the industry's most complete, fully integrated, end-to-end hybrid cloud solution?

- A. HPE ProLiant Gen9
- B. HPE BladeSystem C7000
- C. HPE Helion CloudSystem
- D. HPE Converged 380

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

HPE OneView saves the customer time and money in which area?

- A. CAPEX
- B. application licensing costs
- C. OPEX
- D. support costs



Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8

What is one way that HPE OneView transforms customers' IT environment?

- A. It manages user access for wired and mobile users in a unified fashion.
- B. It provides sophisticated tools for designing platform as a service (Paas) for agile software development
- C. It provides zero touch provisioning for network infrastructure at branch offices.
- D. It automates infrastructure firmware updates and lowers risks for the updates.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

What distinguishes HPE from competing vendors in the hybrid infrastructure market?

- A. HPE offers a comprehensive solution from infrastructure to private cloud, to managed cloud, to public cloud, to services
- B. HPE offers a private cloud based on market-leading proprietary code.
- C. HPE partners with other vendors to provide the cloud infrastructure.
- D. HPE fully eliminates traditional IT infrastructure from the hybrid infrastructure solution.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:



QUESTION 10

What storage solution creates a dynamic and easily managed pool of block storage that customers can scale in any direction and move data freely across locations?

- A. VSA (virtual storage appliance)
- B. DAS (direct attached storage)
- C. SAN (storage area network)
- D. NAS (network attached storage)

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

What is one of the keys to figuring out whether a customer is truly worth investing in, or is just curious to get more information?

- A. Direct the customer towards a solution early.
- B. Understand the customer's budget.
- C. Ask well-thought-out discovery questions.
- D. Network with the company staff.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

Who are the best sales people?

- A. those who look to maximize their time and leverage their resources
- B. those who will promise anything to get the customer to say yes
- C. those who never give up on any potential clients
- D. those who are always closing

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13

A customer is focused on reducing operating costs.

What benefit of adopting an HPE hybrid infrastructure should you emphasize?

- A. the nature of public cloud as a CAPEX-based resource
- B. the shift to a CAPEX-based funding model with HPE Flexible Capacity
- C. the automation of many maintenance and provisioning tasks
- D. the ability to leverage existing infrastructure

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 14

You have been working with a customer for some time on a hybrid infrastructure opportunity and are at the Validate the Opportunity stage. What should you validate to ensure that you have a good opportunity to actually close the deal?

- A. that the customer has an existing bias toward HPE solutions
- B. that the customer has formally signed off on your proposal
- C. that the customer has the IT and financial capabilities to make the transition
- D. that the customer is not considering competing vendor solutions

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 15

When trying to cultivate opportunities with customers, which kind of questions are best suited to allow them to share their challenges and concerns?

- A. open-ended questions
- B. rhetorical questions
- C. yes or no questions
- D. pointed questions

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

What is the role of IT when it provides services on premises as well as off premises?

- A. a service broker
- B. a shadow IT
- C. a security liability
- D. a cost center

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

What is a critical step before visiting with a potential customer for the first time?

- A. exploring the client's existing infrastructure
- B. preparing discovery questions
- C. preparing a proposal
- D. researching which solution best fits the customer needs



Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

You have identified an opportunity and done your research. You have an idea of what the customer wants to achieve at a high level. What are you ready to do?

- A. Discuss next steps with your peers.
- B. Present an overview of HPE Products and Solutions.
- C. Create a proposal.
- D. Validate the opportunity.

Correct Answer: D

Section: (none)