

HP

Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions



NEW QUESTION 1

When identifying key customer business, technical, and system requirements for an HPE Edge-to-Cloud solution, which of the following is a key activity?

- A. Documenting every possible requirement, regardless of its relevance to the solution
- B. Gathering requirements from a single stakeholder to avoid conflicting inputs
- C. Prioritizing requirements based on their potential impact on the solution outcomes
- D. Avoiding any requirements that are difficult to implement

Answer: C

NEW QUESTION 2

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Answer: B

NEW QUESTION 3

What is a sign that a business is ready to modernize their IT infrastructure?

- A. Executives accept that modernizing the infrastructure will take several years to complete.
- B. The company wants to enhance customers' experience and gather data to uncover insights about customers.
- C. Executives understand the need to automate IT in order to implement new technologies.
- D. IT managers want to maintain control of the IT infrastructure by ensuring that traditional IT processes remain intact.

Answer: C

NEW QUESTION 4

What is one way Aruba solutions enhance unified communications (UC) and collaboration?

- A. by redirecting compute-intensive apps to wired connections
- B. by giving mobile devices highest priority on the network
- C. by providing low latency networks with end-to-end quality of service
- D. by ensuring all forms of traffic are treated in the same way

Answer: D

NEW QUESTION 5

Which of the following is a key metric for existing infrastructure performance that should be collected and analyzed when assessing the potential impact of an HPE Edge-to-Cloud solution?

- A. Average revenue per customer
- B. Mean time to repair
- C. Social media sentiment analysis
- D. Number of employees

Answer: B

NEW QUESTION 6

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization
- C. the need for flexible storage and compute scaling
- D. the need for data virtualization in the cloud

Answer: A

NEW QUESTION 7

What is one benefit of the private cloud model?

- A. It removes the need for making capital expenditures in the data center.
- B. It requires fewer IT resources than public cloud.
- C. It offers more scalability than public cloud.
- D. It enables self-service provisioning within the customer's IT infrastructure.

Answer: D

NEW QUESTION 8

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

- 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

NEW QUESTION 9

What is one way that HPE Synergy helps customers reduce costs?

- A. It reduces over-provisioning by allowing the redefinition of resources for current needs.
- B. It allows customers to shift from a traditional workplace to a more efficient open office.
- C. It permits customers to move expensive analytics away from the core to the edge.
- D. It helps customers identify the legacy hardware that consumes the most power.

Answer: A

NEW QUESTION 10

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

- A. increased facilities ROI and improved productivity
- B. reduced application provisioning time and enhanced DevOps
- C. lower storage TCO and faster insights from analytics
- D. reduced overprovisioning in the data center and lower TCO

Answer: A

NEW QUESTION 10

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

- 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: D

NEW QUESTION 11

Which HPE acquisition provides solutions that help customers secure their IoT devices?

- A. Cloud Cruiser
- B. SimpliVity
- C. Niara
- D. SGI

Answer: C

NEW QUESTION 16

Which question can help you uncover a customer's desired business outcomes?

- A. Which areas of your business are over performing and underperforming?
- B. Which IT solution do you think would deliver the most value to your business?
- C. What kind of a return on investment do you expect for your IT projects?
- D. How will you fund your company's digital transformation?

Answer: A

NEW QUESTION 17

When assessing the potential impact of an HPE Edge-to-Cloud solution on an organization's existing infrastructure, which of the following is a key consideration?

- A. Ensuring that the solution aligns with the latest technology trends
- B. Determining the budget for the project before assessing the impact
- C. Analyzing the solution's potential impact on existing business processes and systems
- D. Avoiding any customization to minimize complexity

Answer: C

NEW QUESTION 22

What is the appropriate use case for a cloud solution?

- A. When there is a need for high-speed network connectivity
- B. When legacy systems are still in use
- C. When scalability and flexibility are not critical requirements
- D. When there is a need for on-premises data storage

Answer: A

NEW QUESTION 26

What is one trend that is driving customers to implement Hadoop?

- A. the development of SQL databases
- B. the shift toward systems of record
- C. the proliferation of unstructured data
- D. the expansion of structured data

Answer: C

NEW QUESTION 28

Why is it important to meet with other influential decision makers in a company?

- A. It allows you to present technical information about products to executives outside of IT.
- B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles.
- C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.
- D. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.

Answer: B

NEW QUESTION 31

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the time since the customer's last network refresh
- B. the customer's data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Answer: B

NEW QUESTION 36

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

- A. HPE lets the customer maintain workloads/applications on Bare metal while providing much of the automation and flexibility associated with virtualization.
- B. HPE has found that most performance issues with virtualization arise from insufficient remote storage, and HPE has industry leading storage solutions.
- C. HPE integrates with leading visualization vendors to enhance the efficiency of the visualization layer and boost compute there.
- D. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

Answer: C

NEW QUESTION 38

When designing and architecting a solution based on customer requirements, which of the following is necessary?

- A. Qualifying the customer requirements
- B. Selecting the right HPE and 3rd party products and services
- C. Documenting customer intent
- D. Planning the solution design

Answer: A

NEW QUESTION 41

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

- 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: A

NEW QUESTION 42

A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

- A. the need to protect servers against malware at the silicon level
- B. the need to track meeting room utilization
- C. the need to encrypt big data and archived data
- D. the need to secure guest and BYOD access

Answer: D

NEW QUESTION 46

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for data virtualization in the cloud
- D. the need for faster insights from data

Answer: D

NEW QUESTION 49

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

- 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

NEW QUESTION 52

What is one way companies are employing Industrial IoT to become more efficient?

- A. using intelligent sensors to track inventory and shipments
- B. using drones to monitor vehicles coming into and out of their facilities
- C. installing "smart" entertainment systems to entice employees to spend more time at work
- D. providing employees with fitness trackers to ensure employees are active

Answer: A

NEW QUESTION 54

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It automatically deploys patches to all desktops at the network edge.
- B. It ensures that all data remains securely in the data center.
- C. It includes security monitoring as a service as part of the solution.
- D. It embeds a silicon root of trust in every desktop.

Answer: B

NEW QUESTION 59

Which of the following is necessary when architecting and designing an HPE solution based on customer needs?

- A. Qualifying the customer requirements
- B. Planning the solution design
- C. Documenting customer intent
- D. Selecting the right HPE and 3rd party products and services

Answer: A

NEW QUESTION 63

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?

- A. Approach the customer with a pre-packaged HPE private cloud built on hyperconverged 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

NEW QUESTION 64

What is the appropriate use case for a hybrid solution?

- A. When legacy systems are no longer in use
- B. When there is a need for low-speed network connectivity
- C. When scalability and flexibility are critical requirements
- D. When data needs to be stored on-premises

Answer: C

NEW QUESTION 68

What is the current impact of big data and Hadoop on enterprise data centers?

- A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.

- B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
- C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
- D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Answer: C

NEW QUESTION 71

When validating that a final solution design meets updated customer requirements, which of the following is necessary?

- A. Planning the solution design
- B. Qualifying the customer requirements
- C. Documenting customer intent
- D. Selecting the right HPE and 3rd party products and services

Answer: C

NEW QUESTION 76

What is one way to explain the benefits of HPE Synergy fluid resource pools to a customer?

- A. Fluid resource pools support workload-specific processing, which optimizes task processing.
- B. Fluid resource pools offer always-on data deduplication and compression.
- C. Fluid resource pools liberate resources stranded in silos, which reduces over-provisioning and CAPEX.
- D. Fluid resource pools enable developers to customize networking functions dynamically in real time.

Answer: A

NEW QUESTION 79

How does HPE Flexible Capacity benefit customers?

- A. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
- B. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
- C. It allows them to have the infrastructure capacity that they need but pay only for what they use.
- D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Answer: C

NEW QUESTION 82

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

- A. the ability to support virtualized workloads from leading vendors such as VMware
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to integrate IoT devices into the network with minimal security risks
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Answer: D

NEW QUESTION 85

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