

Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions

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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

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 3

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 metric to collect and analyze?

- A. Customer churn rate
- B. Number of product returns
- C. Mean time between failures
- D. Employee satisfaction score

Answer: C

NEW QUESTION 4

What is one competitive advantage of an HPE Intelligent Workspace solution?

- A. HPE holds more patents for location-based services technology than any other vendor.
- B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.
- C. HPE provides an end-to-end solution and avoids partnering with application providers.
- D. HPE has extensive experience with workplace productivity, platforms, and infrastructure.

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

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Answer: D

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

You are meeting with a hybrid IT prospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

- A. The customer has already allocated a significant portion of their IT budget to a competing solution.
- B. The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.
- C. The customer wants to shift from a CAPEX model to an OPEX model.
- D. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Answer: B

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

A customer states that their company already has a mix of private and public cloud services, and they find it complex to manage. What should you explain about HPE Hybrid IT?

- A. HPE Hybrid IT removes public cloud service from the mix, making the solution easier to control and more scalable.
- B. HPE Hybrid IT provides a unified view of all IT resources, including both on-premises and off-premises resources.
- C. HPE Hybrid IT transforms traditional composable resource pools into pools in which storage and servers scale together.
- D. HPE Hybrid IT helps IT operations spend more time maintaining critical services rather than responding to line-of-business demands.

Answer: B

NEW QUESTION 10

Which of the following is a key trend in the IT industry that is driving the adoption of HPE Edge-to-Cloud Solutions?

- A. Increasing use of legacy systems
- B. Decreasing demand for data storage
- C. Growing use of data analytics and AI
- D. Decreasing demand for high-speed network connectivity

Answer: C

NEW QUESTION 14

Which technology enables next-gen analytic applications to provide real-time results?

- A. in-memory databases
- B. just-in-time processing
- C. hybrid cloud platforms
- D. process-driven computing

Answer: A

NEW QUESTION 19

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 23

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 28

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 32

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

- A. IT provides a competitive advantage for the company.
- B. IT needs to plan more extensively before making any changes.
- C. IT now makes most purchasing decisions on its own.
- D. IT plays a supportive role in the background.

Answer: A

NEW QUESTION 34

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

NEW QUESTION 37

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 39

Which customer would be a good candidate for HPE Flexible Capacity?

- A. a company that is purchasing some services in public cloud but is concerned about public cloud security
- B. a company that recently updated their data center and anticipates no further updates for at least a year
- C. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- D. a small company that wants to move from a small on-premises network to public cloud

Answer: A

NEW QUESTION 40

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

- 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

NEW QUESTION 45

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

- A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.
- B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.
- C. HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).
- D. HPE has developed vertical-specific variations of its analytic software solutions.

Answer: B

NEW QUESTION 46

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 49

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

- A. They keep data analytics operations safely behind the data center firewall.
- B. They enable sophisticated threat detection all the way to the edge of the network.
- C. They redirect attacks to cloud-based security services environments.
- D. They are resistant to attacks because they have a distributed architecture.

Answer: B

NEW QUESTION 52

What is often the result of maintaining traditional development cycles?

- A. Operating costs and overhead decrease.
- B. Collaboration becomes more efficient.
- C. IT moves from a support role to a business role in the company.
- D. Line-of-Business (LoB) managers create their own stealth IT projects.

Answer: D

NEW QUESTION 56

Which of the following is an appropriate delivery model or models for a customer workload or business requirement?

- A. HPE GreenLake cloud services
- B. Traditional solution
- C. Virtual events
- D. Agile innovation methods

Answer: A

NEW QUESTION 58

Which of the following is an example of an IT industry architecture that is commonly used in HPE Edge-to-Cloud Solutions?

- A. Virtualization
- B. Artificial intelligence
- C. Blockchain
- D. Augmented reality

Answer: A

NEW QUESTION 63

Which of the following is a key benefit of a hybrid cloud solution?

- A. Reduced security risks
- B. Lower cost of ownership
- C. Simplified deployment process
- D. Greater flexibility and scalability

Answer: D

NEW QUESTION 65

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 66

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 67

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

- 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

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 75

What is one way that HPE is preparing customers for the future?

- A. by helping them remove containers and shift all workloads to virtualized servers
- B. by helping them replace Platform as a Service (PaaS) with Software as a Service (SaaS)
- C. by helping them transform into data-driven organizations
- D. by helping them transition away from data toward apps

Answer: C

NEW QUESTION 80

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 85

What is a key difference between a public cloud and a private cloud?

- A. Public clouds are owned by individual companies, while private clouds are owned by the government
- B. Public clouds are hosted on-premises, while private clouds are hosted off-premises
- C. Public clouds are open to the general public, while private clouds are only accessible to specific users
- D. Public clouds are designed for small-scale operations, while private clouds are designed for large-scale operations

Answer: C

NEW QUESTION 89

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 93

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