



- \* Hybrid cloud ensures that customers can use a pay-as-you-go spending model for all of their resources.

#### NEW QUESTION 24

What is one way that companies can benefit from Internet of Things (IoT) and evolving technologies at the edge?

- \* Companies can improve workplace productivity with smart meeting room devices.
- \* Companies can use IoT platforms to accelerate the speed at which developers deploy applications.
- \* Companies can enhance the security of their networks, as IoT devices are typically more secure than devices like laptops.
- \* Companies can use smart devices to enhance their efforts to shift to a container based workload model.

#### NEW QUESTION 25

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 26

What is one way that the Aruba Instant On mobile app helps to simplify provisioning of Aruba Instant On APs?

- \* The app integrates with Aruba Meridian, which provides a centralized firmware and configuration repository for the customer's site.
- \* The app integrates with Aruba Central, providing a centralized dashboard in which admins can monitor the provisioning process for multiple APs at once.
- \* The app receives a notification if an AP experiences difficulty during the provisioning process, so admins do not have to access the AP to discover the problem.
- \* The app provides simplified wizards for configuring features such as Aruba Air Slice, Aruba Client Match, and Aruba Dynamic Segmentation.

#### NEW QUESTION 27

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 28

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 29

What is one benefit of the HPE GreenLake Swift Sales Program for partners?

- \* The program simplifies quoting and selling as-a-service solutions and provides twice the compensation of a traditional infrastructure sale.
- \* The program allows partners to put together a BOM with any combination of HPE products, extending the potential customer base.
- \* The program delivers the hybrid cloud solution that customers are seeking with options for integration with AWS or Microsoft Azure.
- \* The program provides partner training in financial concepts to accelerate partners' efforts to adopt as-a-service delivery.

### NEW QUESTION 30

What is one benefit of the Aruba ESP (Edge Services Platform) Unified Infrastructure approach?

- \* The architecture makes switches responsible for controlling APs, unifying wired and wireless access.
- \* Customers can choose from two architectures, one of which is designed for midmarket and one for enterprise.
- \* All intelligence is centralized in powerful controllers, making the solution simpler for customers to manage.
- \* Customers can deploy APs alone and then add gateways later without changing the architecture or UI.

### NEW QUESTION 31

What is one benefit of the HPE SimpliVity Data Virtualization Platform?

- \* It provides plug-ins for HPE Synergy, enabling customers to attach Synergy modules directly to SimpliVity storage.
- \* It distributes data across a flexible choice of storage arrays, including Nimble and MSA, and optimizes access to them.
- \* It gives all VMs direct access to underlying drives, ensuring low latency performance for applications.
- \* It only writes unique data to drives, making backups, and restores space-efficient and very fast.

### NEW QUESTION 32

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 33

You are proposing HPE Nimble Storage dHCI for a customer who uses VMware vSphere. What is one key benefit of HPE Nimble Storage dHCI for this customer?

- \* The customer can use a vCenter plug-in to manage native backups, replication, and snapshots on the Nimble dHCI solution.
- \* The customer can use a vCenter plug-in to easily migrate data between the Nimble dHCI solution and an HPE cloud.
- \* The Nimble dHCI solution uses VMware vSAN technology and local storage drives attached ProLiant servers to create a low-cost SAN.
- \* The Nimble dHCI solution provides simpler management for VMware VMs by hosting VMs directly on Nimble appliances.

### NEW QUESTION 34

What is one way that HPE helps you to benefit financially from selling HPE GreenLake solutions?

- \* The GreenLake solution unlocks value from customers' legacy assets, so customers can invest in larger solutions and partners gain higher margins.
- \* The GreenLake solution delivers quarterly interest to partners for the portion of the solution that the customer finances.

- \* The GreenLake solution retires customers' legacy assets, which partners can refurbish for resale and additional revenue.
- \* The GreenLake solution has an accelerated rebate structure, which includes an upfront rebate on the committed solution value.

### NEW QUESTION 35

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

- \* The customer wants to modernize outdated infrastructure and reduce risks of lost data.
- \* The customer has unpredictable workloads that require the customer to scale storage and compute separately.
- \* The customer wants to better manage spending across private and public clouds.
- \* The customer wants to simplify management for the company's existing HPE ProLiant servers.

### NEW QUESTION 36

What two key benefits does Aruba Central provide?

- \* IoT analytics platform and location-based services
- \* Network virtualization and Internet speed routing
- \* Visibility across physical and virtual networks and integration with VMware vSphere
- \* Single-pane-of-glass network management and automated insights through Aruba ESP AIOps.

### NEW QUESTION 37

For which use case is the HPE SimpliVity 380H model specifically designed?

- \* For supporting a high-density Virtual desktop infrastructure (VDI) environment
- \* For providing enhanced compute power for high-performance computing (HPC)
- \* For providing backup and archival for other SimpliVity clusters
- \* For supporting lower-latency performance for analytic workloads

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