Vendor: HP

Exam Code: HPE0-V28

Exam Name: Delta - HPE Edge-to-Cloud Solutions

Version: DEMO

QUESTION 1
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 hype re on verged 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

QUESTION 2
What is one way Aruba networking solutions improve the user experience?

A. by providing high-speed Wi-Fi with wire-like reliability
B. by giving mobile devices highest priority on the network
C. by redirecting compute-intensive apps to wired connections
D. by ensuring all forms of traffic are treated in the same way

Answer: A

QUESTION 3
Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

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

Answer: D

QUESTION 4
Which customer initiative suggests an opportunity to discuss HPE solutions for location-based mobile services?

A. providing disaster recovery for a site
B. increasing database efficiency
C. driving customer engagement
D. implementing IoT

Answer: C

QUESTION 5
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

QUESTION 6
You are investigating an HPE Hybrid IT sates opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What floes the use of these tools Indicate about the opportunity?

A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.
C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
D. This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Answer: C

QUESTION 7
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 loT devices.
D. It provides a repository of built-in apps, such as dynamic space scheduling.

Answer: C

QUESTION 8
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

QUESTION 9
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

QUESTION 10
A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

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

Answer: C

QUESTION 11
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

QUESTION 12
Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

A. hospitality
B. government
C. manufacturing
D. shipping

Answer: C

QUESTION 13
A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

A. The customer wants to modernize mobile endpoints.
B. The customer wants to modernize applications.
C. The customer wants to modernize the data center.
D. The customer wants to modernize IT operations.

Answer: A

QUESTION 14
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 could.
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

QUESTION 15
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

QUESTION 16
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

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