

HP

Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions



NEW QUESTION 1

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 2

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 3

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 4

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 5

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

NEW QUESTION 6

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 7

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 8

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- C. increasing marketing budgets for server, storage, and hyperconverged products
- D. making strategic acquisitions that enable them to deliver complete solutions
- E. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

Answer: AD

NEW QUESTION 9

When gathering and analyzing customer business and technical requirements for an HPE Edge-to-Cloud solution, which of the following is a key consideration?

- A. Ensuring that the solution is compatible with the latest technology trends
- B. Determining the budget for the project before assessing requirements
- C. Identifying the stakeholders and their specific needs and concerns
- D. Avoiding any customization to minimize complexity

Answer: C

NEW QUESTION 10

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does 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

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 13

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 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

NEW QUESTION 20

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 25

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 26

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 30

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. Which desired business outcome indicates that the customer is a good prospect for a services-led effort to consolidate, virtualize, and modernize the data center?

- A. an emphasis on improving employee experience with a more modern network solution
- B. the desire for a private cloud solution that integrates with Amazon Web Services (AWS)
- C. the need for a container as a service (CaaS) solution that integrates with Docker
- D. a focus on optimizing the data center to increase efficiency and lower costs

Answer: D

NEW QUESTION 35

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 40

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 45

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

- A. The customer is looking to automate their data center but is not interested in expanding to cloud.
- B. The customer needs to control access for both mobile and traditional users.
- C. The customer needs to deploy IoT devices in a secure manner.
- D. The customer is not interested in IoT, but does want to support BYOD.

Answer: C

NEW QUESTION 47

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 51

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 54

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 56

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 61

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 66

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 68

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 71

What is one way today's apps and data are different from the past?

- A. They live on multiple platforms, from the data center, the cloud, and the network edge.
- B. They are more likely to be coded with proprietary software languages.
- C. They are consolidated in a centralized data center and typically accessed in one way.
- D. They are not expanding as rapidly as they once were, but require more dedicated security.

Answer: A

NEW QUESTION 75

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 78

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 81

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 hypervisor converged 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 86

What is the appropriate use case for a traditional solution?

- A. When high-speed network connectivity is not required
- B. When scalability and flexibility are critical requirements
- C. When data needs to be stored in a public cloud
- D. When legacy systems are still in use

Answer: D

NEW QUESTION 88

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 90

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 94

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 96

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 97

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 101

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

- A. The customer wants deep insights into big data collected at the edge.
- B. The customer wants to accelerate provisioning to provide on-demand IT.
- C. The customer wants to improve user experience in an open office environment.
- D. The customer wants to reduce costs and regain control of the data center.

Answer: B

NEW QUESTION 103

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

- A. The customer needs coverage outside normal business hours.
- B. The customer needs replacement of defective parts.
- C. The customer is responsible for paying shipping costs for replacement parts.
- D. The customer must prove that they did not cause the problem by misconfiguring the product.

Answer: A

NEW QUESTION 107

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 111

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 113

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