



**HP**

## **Exam Questions HPE0-V27**

HPE Edge-to-Cloud Solutions

#### NEW QUESTION 1

What is one way HPE and Aruba solutions help to enhance security?

- A. They confine data and memory-driven computing to the network core.
- B. They build a silicon root of trust into IoT device hardware.
- C. They can onboard, monitor, and apply policies to BYOD and IoT devices.
- D. They ensure that archived data is encrypted and compliant with regulations.

**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

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 4

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

**Answer: A**

#### NEW QUESTION 5

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 6

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 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

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 9

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

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 solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Synergy
- C. HPE ProLiant Gen10
- D. HPE Nimble

**Answer:** B

#### NEW QUESTION 11

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 15

A customer has already virtualized much of the data center, but some workloads remain on non-virtualized servers. The customer does not have a strategy for moving to cloud. However, the customer is interested in moving to an IT as a Service (ITaaS) approach in the data center. Which HPE solution should you target for this customer?

- A. a high performance computing (HPC) solution with bundled management services
- B. an HPE hybrid cloud that integrates with leading third-party clouds
- C. an enterprise platform for a Hadoop big data ecosystem
- D. HPE Hybrid IT software for automating Infrastructure provisioning

**Answer:** D

#### NEW QUESTION 20

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 24

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 26

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 28

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

#### NEW QUESTION 33

Which of the following is necessary when selecting the appropriate HPE and 3rd party products and services for a traditional solution?

- A. Designing the solution based on customer requirements
- B. Validating the customer requirements
- C. Architecting the solution
- D. Documenting customer intent

**Answer:** A

#### NEW QUESTION 35

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 37

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 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 39

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

#### NEW QUESTION 43

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

#### NEW QUESTION 45

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
- B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
- C. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.
- D. HPE recommends against open source-based solutions because they tend to lock customers in.

**Answer:** C

#### NEW QUESTION 48

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 52

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 55

What has been a hallmark of HPE from the time it started?

- A. innovative solutions
- B. converged infrastructure
- C. conventional paradigms
- D. IT as a service

**Answer:** A

#### NEW QUESTION 56

What did the acquisition of SGI add to the HPE portfolio?

- A. user and entity and behavior analytics
- B. InfoSight predictive analytics
- C. high-performance computing for real-time analytics
- D. metering of IT resource usage

**Answer:** C

#### NEW QUESTION 60

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

**NEW QUESTION 61**

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 65**

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 66**

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