



**HP**

## **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

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

**Answer: B**

#### NEW QUESTION 3

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 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

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 6

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 7

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 8

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 9

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 10

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 10

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 13

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 15

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 19

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 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 29

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 31

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 virtualization vendors to enhance the efficiency of the virtualization 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 33

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 34

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 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 44

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 47

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for data virtualization in the cloud
- D. the need for faster insights from data

**Answer:** D

#### **NEW QUESTION 51**

When collecting customer requirements for an HPE Edge-to-Cloud solution, which of the following is a key consideration?

- A. Documenting requirements in a way that is easy to understand for technical experts only
- B. Gathering requirements from a single stakeholder to avoid conflicting inputs
- C. Asking open-ended questions to gather as much information as possible
- D. Avoiding any requirements that are difficult to implement

**Answer:** C

#### **NEW QUESTION 54**

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

#### **NEW QUESTION 56**

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 57**

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 58**

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 59**

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 64**

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 66**

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 67**

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 71**

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 73**

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 76**

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