

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

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 3

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the time since the customer's last network refresh
- B. the customer's data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Answer: B

NEW QUESTION 4

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 5

Which of the following is an appropriate delivery model or models for a customer workload or business requirement?

- A. HPE GreenLake cloud services
- B. Traditional solution
- C. Virtual events
- D. Agile innovation methods

Answer: A

NEW QUESTION 6

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 7

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 8

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 9

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