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**Exam Code: HPE0-V28**

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



## Exam A

### QUESTION 1

What is the appropriate use case for a cloud solution?

- A. When there is a need for high-speed network connectivity
- B. When legacy systems are still in use
- C. When scalability and flexibility are not critical requirements
- D. When there is a need for on-premises data storage

**Correct Answer: A**

**Section:**

**Explanation:**

### QUESTION 2

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

**Correct Answer: C**

**Section:**

**Explanation:**

### QUESTION 3

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

**Correct Answer: C**

**Section:**

**Explanation:**

### QUESTION 4

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

**Correct Answer: C**

**Section:**

**Explanation:**

### QUESTION 5

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 6**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 7**

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

**Correct Answer: C**

**Section:**

**Explanation:**



**QUESTION 8**

Which of the following is a key activity when analyzing customer business and technical requirements for an HPE Edge-to-Cloud solution?

- A. Identifying the solution architecture before gathering requirements
- B. Documenting every possible requirement, regardless of its relevance to the solution
- C. Prioritizing requirements based on their potential impact on the solution outcomes
- D. Avoiding any customization to minimize complexity

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 9**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 10**

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.

**Correct Answer: D**

**Section:**

**Explanation:**

#### QUESTION 11

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.

**Correct Answer: A**

**Section:**

**Explanation:**

#### QUESTION 12

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 opensource solutions such as SAP HANA.

**Correct Answer: C**

**Section:**

**Explanation:**

#### QUESTION 13

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.

**Correct Answer: A**

**Section:**

**Explanation:**

#### QUESTION 14

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 15**

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 hyper 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.

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 16**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 17**

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



**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 18**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 19**

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.

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 20**

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.

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 21**

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.

**Correct Answer: C**

**Section:**

**Explanation:**



**QUESTION 22**

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.

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 23**

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.

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 24**

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.

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 25**

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.

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 26**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 27**

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.

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 28**

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.



**Correct Answer: A**  
**Section:**  
**Explanation:**

**QUESTION 29**

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).

**Correct Answer: D**  
**Section:**  
**Explanation:**

**QUESTION 30**

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.

**Correct Answer: D**  
**Section:**  
**Explanation:**

**QUESTION 31**

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 offpremises 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.

**Correct Answer: B**  
**Section:**  
**Explanation:**

**QUESTION 32**

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

**Correct Answer: A**  
**Section:**  
**Explanation:**

**QUESTION 33**

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.

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 34**

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.

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 35**

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

**Correct Answer: D**

**Section:**

**Explanation:**



**QUESTION 36**

Which technology enables next-gen analytic applications to provide real-time results?

- A. in-memory databases
- B. just-in-time processing
- C. hybrid cloud platforms
- D. process-driven computing

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 37**

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

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 38**

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 39**

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

- A. They are skeptical that it will provide a return on investment.
- B. They have completed their digital transformation products and are turning their attention to the next trend.
- C. They are committed to it and have formed dedicated digital transformation teams.
- D. They are waiting to see if their competitors are successful in implementing it.

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 40**

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

**Correct Answer: A, D**

**Section:**

**Explanation:**

**QUESTION 41**

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.

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 42**

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

**Correct Answer: C**  
**Section:**  
**Explanation:**

**QUESTION 43**

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- B. VDI ensures that the data users access most often is stored locally and is easily accessible.
- C. IT can manage the desktop environment much more easily and quickly with VDI.
- D. VDI often provides twice the performance of traditional desktop infrastructure.

**Correct Answer: C**  
**Section:**  
**Explanation:**

**QUESTION 44**

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.

**Correct Answer: B**  
**Section:**  
**Explanation:**

**QUESTION 45**

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 visualization vendors to enhance the efficiency of the visualization layer and boost compute there.
- D. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

**Correct Answer: C**  
**Section:**  
**Explanation:**

**QUESTION 46**

A customer has already virtualized much of the data center, but some workloads remain on nonvirtualized 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

**Correct Answer: D**  
**Section:**  
**Explanation:**

**QUESTION 47**



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

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 48**

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.

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 49**

What is one way Aruba solutions enhance unified communications (UC) and collaboration?

- A. by redirecting compute-intensive apps to wired connections
- B. by giving mobile devices highest priority on the network
- C. by providing low latency networks with end-to-end quality of service
- D. by ensuring all forms of traffic are treated in the same way



**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 50**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 51**

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

- A. They keep data analytics operations safely behind the data center firewall.
- B. They enable sophisticated threat detection all the way to the edge of the network.
- C. They redirect attacks to cloud-based security services environments.
- D. They are resistant to attacks because they have a distributed architecture.

**Correct Answer: B**

**Section:**

Explanation:

