



**HP**

## **Exam Questions HPE0-V27**

HPE Edge-to-Cloud Solutions

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#### NEW QUESTION 1

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 2

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 3

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 4

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

**Answer: C**

#### NEW QUESTION 5

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 6

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 7

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

**Answer: A**

#### NEW QUESTION 8

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 9

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 10

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 10

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 14

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 15

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 18

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.

**Answer:** A

#### NEW QUESTION 22

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 24

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 25

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 28

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.

**Answer:** C

#### NEW QUESTION 33

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