

HP

Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions



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

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

Answer: D

NEW QUESTION 3

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 4

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.

Answer: B

NEW QUESTION 5

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 6

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 7

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 8

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 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 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 10

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 10

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 12

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 16

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 18

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 21

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 26

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 27

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 28

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 33

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 38

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 42

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 44

Which of the following is an example of an IT industry architecture that is commonly used in HPE Edge-to-Cloud Solutions?

- A. Virtualization
- B. Artificial intelligence
- C. Blockchain
- D. Augmented reality

Answer: A

NEW QUESTION 46

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 48

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 52

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 57

How do IT teams typically spend the majority of their time?

- A. doing ongoing maintenance tasks
- B. creating new apps
- C. learning about next-gen technologies
- D. working on innovation initiatives

Answer: A

NEW QUESTION 60

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 61

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 63

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 67

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 68

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 73

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 76

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 80

.....

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

HPE0-V27 Practice Exam Features:

- * HPE0-V27 Questions and Answers Updated Frequently
- * HPE0-V27 Practice Questions Verified by Expert Senior Certified Staff
- * HPE0-V27 Most Realistic Questions that Guarantee you a Pass on Your First Try
- * HPE0-V27 Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

100% Actual & Verified — Instant Download, Please Click
[Order The HPE0-V27 Practice Test Here](#)