[2023 Pass HP HPE0-V27 Exam in First Attempt Easily [Q46-Q66
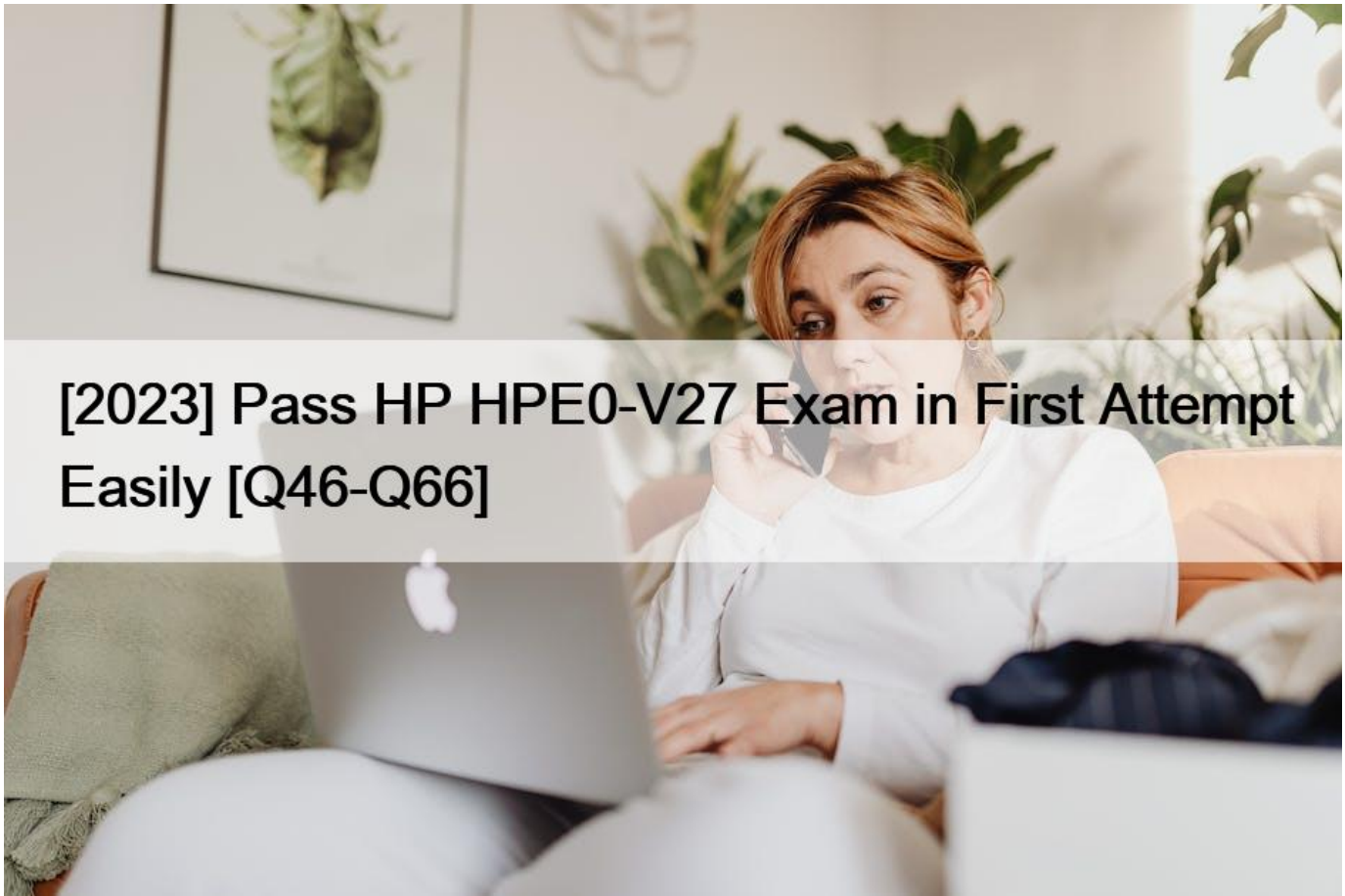

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QUESTION 46

What is one way Aruba solutions enhance unified communications (UC) and collaboration?
* by redirecting compute-intensive apps to wired connections
* by giving mobile devices highest priority on the network
* by providing low latency networks with end-to-end quality of service
* by ensuring all forms of traffic are treated in the same way

QUESTION 47

Which HPE acquisition provides solutions that help customers secure their loT devices?
* Cloud Cruiser
* SimpliVity
* Niara
* SGI

QUESTION 48

What is one way Aruba networking solutions improve the user experience?
* by providing high-speed Wi-Fi with wire-like reliability
* by giving mobile devices highest priority on the network
* by redirecting compute-intensive apps to wired connections
* by ensuring all forms of traffic are treated in the same way

QUESTION 49

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?
* HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
* HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
* HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.
* HPE recommends against open source-based solutions because they tend to lock customers in.

QUESTION 50

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?
* They keep data analytics operations safely behind the data center firewall.
* They enable sophisticated threat detection all the way to the edge of the network.
* They redirect attacks to cloud-based security services environments.
* They are resistant to attacks because they have a distributed architecture.

QUESTION 51

What is the current impact of big data and Hadoop on enterprise data centers?
* Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
* Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
* Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
* Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

QUESTION 52

Why should HPE partners understand the advantages that HPE Financial Services offer?
* By 2019 a majority of companies will be using leasing options.
* In 2017 a majority of companies moved their services from private cloud to public could.
* By 2018 a majority of companies will increase their IT budgets by 25%.
* By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

QUESTION 53

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

* Documenting every possible requirement, regardless of its relevance to the solution
* Prioritizing requirements based on their potential impact on the solution outcomes
* Avoiding any customization to minimize complexity

QUESTION 54

How should you discuss digital transformation with your customers?
* Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
* Focus on the way public cloud solutions can speed delivery of services and applications.
* Help them elevate digital transformation from an incubation project to a business imperative.
* Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

QUESTION 55

How do IT teams typically spend the majority of their time?
* doing ongoing maintenance tasks
* creating new apps
* learning about next-gen technologies
* working on innovation initiatives

QUESTION 56

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?
* The customer wants deep insights into big data collected at the edge.
* The customer wants to accelerate provisioning to provide on-demand IT.
* The customer wants to improve user experience in an open office environment.
* The customer wants to reduce costs and regain control of the data center.

QUESTION 57

What is one way that HPE Synergy helps customers reduce costs?
* It reduces over-provisioning by allowing the redefinition of resources for current needs.
* It allows customers to shift from a traditional workplace to a more efficient open office.
* It permits customers to move expensive analytics away from the core to the edge.
* It helps customers identify the legacy hardware that consumes the most power.

QUESTION 58

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?
* HPE Hybrid IT removes public cloud service from the mix, making the solution easier to control and more scalable.
* HPE Hybrid IT provides a unified view of all IT resources, including both on-premises and off-premises resources.
* HPE Hybrid IT transforms traditional composable resource pools into pools in which storage and servers scale together.
* HPE Hybrid IT helps IT operations spend more time maintaining critical services rather than responding to line-of-business demands.

QUESTION 59

You are investigating an HPE Hybrid IT sates opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What floes the use of these tools Indicate about the opportunity?

* This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
* 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.
* This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.
* This customer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

QUESTION 60

How does HPE Flexible Capacity benefit customers?
* It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
* It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
* It allows them to have the infrastructure capacity that they need but pay only for what they use.
* Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

QUESTION 61

Which of the following is a key benefit of a hybrid cloud solution?
* Reduced security risks
* Lower cost of ownership
* Simplified deployment process
* Greater flexibility and scalability

QUESTION 62

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?
* an emphasis on improving employee experience with a more modern network solution
* the desire for a private cloud solution that integrates with Amazon Web Services (AWS)
* the need for a container as a service (CaaS) solution that integrates with Docker
* a focus on optimizing the data center to increase efficiency and lower costs

QUESTION 63

What is often the result of maintaining traditional development cycles?
* Operating costs and overhead decrease.
* Collaboration becomes more efficient.
* IT moves from a support role to a business role in the company.
* Line-of-Business (LoB) managers create their own stealth IT projects.

QUESTION 64

Which question can help you uncover a customer’s desired business outcomes?
* Which areas of your business are over performing and underperforming?
* Which IT solution do you think would deliver the most value to your business?
* What kind of a return on investment do you expect for your IT projects?
* How will you fund your company’s digital transformation?

QUESTION 65

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?

* IT provides a competitive advantage for the company.
* IT needs to plan more extensively before making any changes.
* IT now makes most purchasing decisions on its own.
* IT plays a supportive role in the background.

QUESTION 66

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?

* Customer churn rate
* Number of product returns
* Mean time between failures
* Employee satisfaction score

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