



**HP**

## **Exam Questions HPE0-V27**

HPE Edge-to-Cloud Solutions

#### NEW QUESTION 1

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

**Answer: B**

#### NEW QUESTION 2

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

**Answer: A**

#### NEW QUESTION 3

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

**Answer: A**

#### NEW QUESTION 4

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.

**Answer: C**

#### NEW QUESTION 5

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 6

Which of the following is a key trend in the IT industry that is driving the adoption of HPE Edge-to-Cloud Solutions?

- A. Increasing use of legacy systems
- B. Decreasing demand for data storage
- C. Growing use of data analytics and AI
- D. Decreasing demand for high-speed network connectivity

**Answer: C**

#### NEW QUESTION 7

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 8

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

**Answer: D**

#### NEW QUESTION 9

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

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 10

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.

**Answer: C**

#### NEW QUESTION 14

Which of the following is necessary when selecting the appropriate HPE and 3rd party products and services for a traditional solution?

- A. Designing the solution based on customer requirements
- B. Validating the customer requirements
- C. Architecting the solution
- D. Documenting customer intent

**Answer: A**

#### NEW QUESTION 17

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 22

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 27

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 32**

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 37**

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 38**

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.

**Answer:** C

**NEW QUESTION 40**

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 45**

What is the appropriate use case for a traditional solution?

- A. When high-speed network connectivity is not required
- B. When scalability and flexibility are critical requirements
- C. When data needs to be stored in a public cloud
- D. When legacy systems are still in use

**Answer:** D

**NEW QUESTION 50**

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 54**

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

**Answer: C**

**NEW QUESTION 56**

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 60**

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

**Answer: D**

**NEW QUESTION 61**

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