



HP

Exam Questions HPE0-V27

HPE Edge-to-Cloud Solutions

NEW QUESTION 1

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.

Answer: D

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

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 5

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 6

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

Answer: AD

NEW QUESTION 7

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

Answer: C

NEW QUESTION 8

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

flows 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 9

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

Answer: A

NEW QUESTION 10

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 10

Which HPE acquisition provides solutions that help customers secure their IoT devices?

- A. Cloud Cruiser
- B. SimpliVity
- C. Niara
- D. SGI

Answer: C

NEW QUESTION 14

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Synergy
- C. HPE ProLiant Gen10
- D. HPE Nimble

Answer: B

NEW QUESTION 18

Why is it important to meet with other influential decision makers in a company?

- A. It allows you to present technical information about products to executives outside of IT.
- B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles.
- C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.
- D. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.

Answer: B

NEW QUESTION 20

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.

Answer: A

NEW QUESTION 24

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 29

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 30

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 34

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 35

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 37

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 38

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 42

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
- B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
- C. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.
- D. HPE recommends against open source-based solutions because they tend to lock customers in.

Answer: C

NEW QUESTION 46

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 51

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 53

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 open-source solutions such as SAP HANA.

Answer: C

NEW QUESTION 56

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 60

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 61

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 62

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 66

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 69

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 73

.....

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 FirstTry
- * HPE0-V27 Practice Test Questions in Multiple Choice Formats and Updatesfor 1 Year

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