Latest [Jan 02, 2024 100% Passing Guarantee - Brilliant HPE0-V28 Exam Questions PDF [Q16-Q30
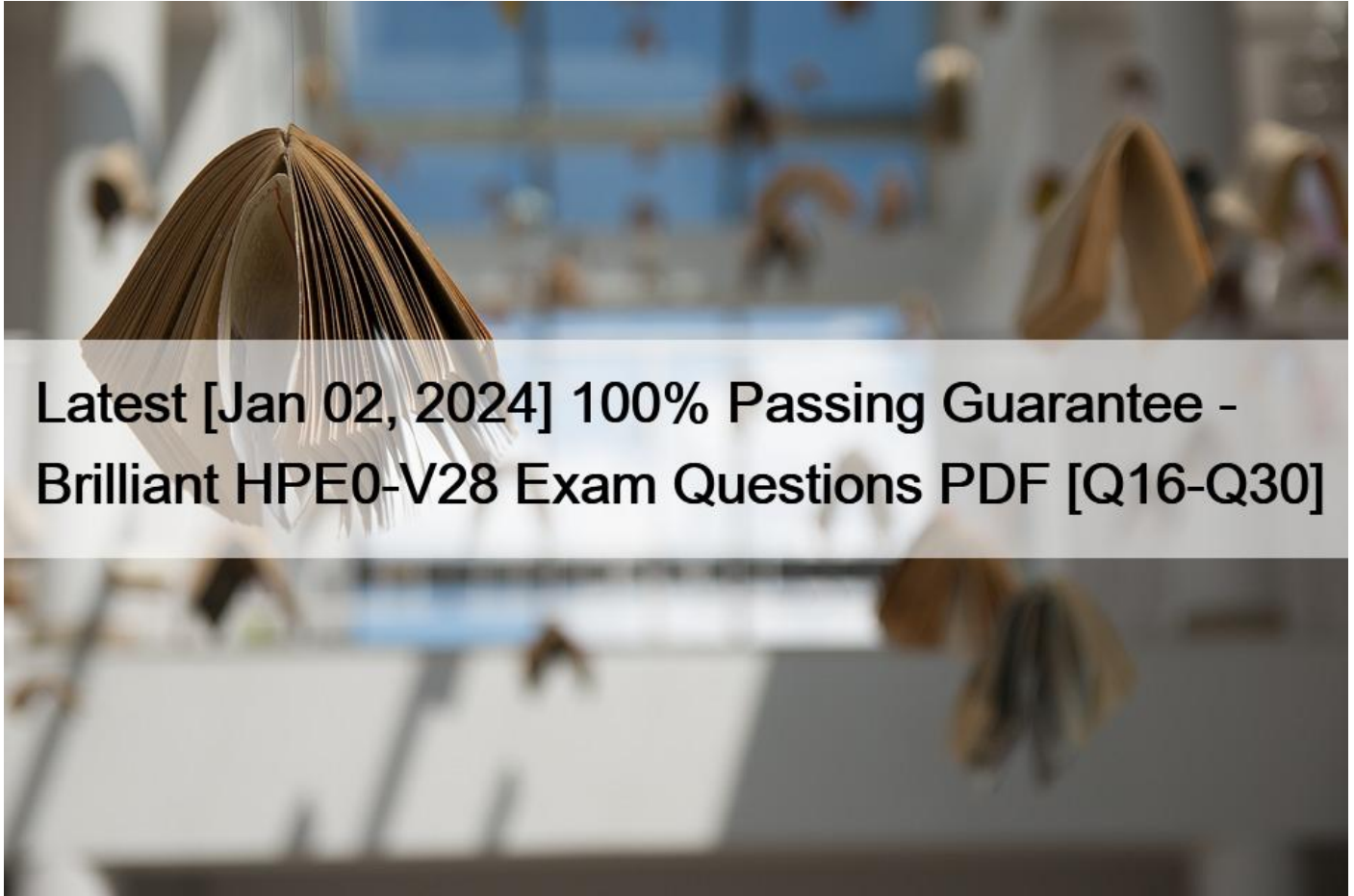

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HPE0-V28 Certification – Valid Exam Dumps Questions Study Guide! (Updated 84 Questions)

Q16. 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?
* Ensuring that the solution aligns with the latest technology trends
* Determining the budget for the project before assessing the impact
* Analyzing the solution’s potential impact on existing business processes and systems
* Avoiding any customization to minimize complexity

Q17. Which benefit can customers obtain from an HPE Intelligent Workspace solution?
* increased facilities ROI and improved productivity
* reduced application provisioning time and enhanced DevOps
* lower storage TCO and faster insights from analytics
* reduced overprovisioning in the data center and lower TCO

Q18. What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

* HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.
* HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.
* HPE and Aruba together deliver HPC applications that are optimized for the small-to-medium business (SMB).
* HPE has developed vertical-specific variations of its analytic software solutions.

Q19. 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?
* The customer needs coverage outside normal business hours.
* The customer needs replacement of defective parts.
* The customer is responsible for paying shipping costs for replacement parts.
* The customer must prove that they did not cause the problem by misconfiguring the product.

Q20. What has been a hallmark of HPE from the time it started?
* innovative solutions
* converged infrastructure
* conventional paradigms
* IT as a service

Q21. 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.

Q22. 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?

Q23. 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?
* Average revenue per customer
* Mean time to repair
* Social media sentiment analysis
* Number of employees

Q24. Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)
* inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
* decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
* increasing marketing budgets for server, storage, and hyperconverged products
* making strategic acquisitions that enable them to deliver complete solutions
* focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

Q25. 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.

Q26. What is the appropriate use case for a cloud solution?
* When there is a need for high-speed network connectivity
* When legacy systems are still in use
* When scalability and flexibility are not critical requirements
* When there is a need for on-premises data storage

Q27. Which customer would be a good candidate for HPE Flexible Capacity?
* a company that is purchasing some services in public cloud but is concerned about public cloud security
* a company that recently updated their data center and anticipates no further updates for at least a year
* a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
* a small company that wants to move from a small on-premises network to public cloud

Q28. When designing and architecting a solution based on customer requirements, which of the following is necessary?
* Qualifying the customer requirements
* Selecting the right HPE and 3rd party products and services
* Documenting customer intent
* Planning the solution design

Q29. Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?
* The customer is looking to automate their data center but is not interested in expanding to cloud.
* The customer needs to control access for both mobile and traditional users.
* The customer needs to deploy loT devices in a secure manner.
* The customer is not interested in loT, but does want to support BYOD.

Q30. 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.

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