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**Vendor:**HP

**Exam Code:**HPE0-V27

**Exam Name:**HPE Edge-to-Cloud Solutions

**Version:**Demo

### QUESTION 1

What is the appropriate use case for a cloud solution?

- A. When there is a need for high-speed network connectivity
- B. When legacy systems are still in use
- C. When scalability and flexibility are not critical requirements
- D. When there is a need for on-premises data storage

Correct Answer: A

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### QUESTION 2

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.

Correct Answer: C

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### QUESTION 3

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Correct Answer: D

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### QUESTION 4

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.

Correct Answer: C

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#### **QUESTION 5**

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.

Correct Answer: B

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#### **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

Correct Answer: AD

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#### **QUESTION 7**

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

Correct Answer: A

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#### **QUESTION 8**

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

Correct Answer: C

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#### **QUESTION 9**

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

Correct Answer: C

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#### **QUESTION 10**

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

Correct Answer: C

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#### **QUESTION 11**

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

Correct Answer: C

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#### **QUESTION 12**

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.

Correct Answer: C