

Version: 10.0

Question: 1

Which new IT consumption model is a pay-as-you-deploy model that allows customers to more efficiently adapt to business changes, and to take a more flexible, scalable approach to capacity planning?

- A. HPE Pre-Provisioning
- B. HPE Flexible Asset Return for Servers
- C. HPE Subscription for Servers
- D. HPE Accelerated Migration

Answer: A

Question: 2

Which kind of infrastructure allows for everything to be software defined and supports on-demand deployment of virtualized and physical workloads?

- A. composable infrastructure
- B. converged infrastructure
- C. managed cloud infrastructure
- D. hyper converged infrastructure

Answer: A

Question: 3

If you go into the first meeting with a customer and immediately start talking about products and solutions, how have you positioned yourself in the eyes of the customer?

- A. as a commodity sales person, selling on price rather than value.
- B. as a business partner with the customer's needs as the first priority.
- C. as a knowledgeable sales consultant.
- D. as a prepared sales consultant, ready to meet the challenges of the business.

Answer: A

Question: 4

At which point in the sales process should you start seriously discussing services as part of the solution?

- A. if financing is involved, after financing approval is finalized

- B. early in the sales cycle
- C. after evaluating the customer's technical capabilities
- D. once a hardware solution is identified

Answer: D

Question: 5

According to IDC. which statement regarding cloud spending is true?

- A. cloud spending will be approximately 50% of IT budgets by 2019.
- B. cloud spending among major companies will drop below 10% by 2019.
- C. cloud spending is winding down and will flat line by 2019.
- D. cloud spending by mid-sized companies will exceed 80% by 2019.

Answer: A

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