



*HP*

*HPE0-V27*  
*HPE Edge-to-Cloud Solutions*

## Questions & Answers PDF

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# Latest Version: 7.1

## Question: 1

Your customer has asked for various UEFI BIOS settings to be preconfigured at the Factory in their new servers.

How do you submit the request for these changes to HPE?

- A. Add the required settings in the Customer Intent Document.
- B. Add the required settings in the Order Checklist.
- C. Export the configuration to an XML file, open in Word and add the required settings.
- D. Export the configuration to an OCA file, open in Word and add the required settings.

**Answer: A**

Explanation:

The Customer Intent Document (CID) is a document that captures the customer's requirements and expectations for their HPE solution. It includes information such as the customer's business objectives, technical specifications, desired outcomes, and any special requests. The CID is used by HPE to design, configure, and deliver the solution that meets the customer's needs. One of the sections in the CID is the BIOS Settings section, where the customer can specify the UEFI BIOS settings that they want to be preconfigured at the factory in their new servers. The customer can choose from the predefined workload profiles or customize the settings according to their preferences. The CID is submitted to HPE along with the order for the solution. Reference:

HPE Edge-to-Cloud Solutions - Self-Directed Lab, page 10

BIOS Settings - Hewlett Packard Enterprise

## Question: 2

A customer has significant growth of large, high-priority data-sets in their datacenter. The data is highly sensitive.

What solution should be implemented and why?

- A. Traditional, as it is the easiest solution to implement and scale for data growth.
- B. Cloud, as it is the simplest solution and simplicity is best for security large data-sets.
- C. Hybrid solutions, as they are most common in secure, high-priority implementations.
- D. Traditional, as it can be completely isolated from potential external threats.

**Answer: C**

Explanation:

A hybrid solution combines the best of both traditional and cloud models, allowing the customer to leverage the benefits of cloud services such as scalability, agility, and cost-efficiency, while maintaining

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control and security over their sensitive data in their own data center or colocation facility. HPE GreenLake is a hybrid cloud platform that delivers a cloud experience wherever the customer's apps and data live, with flexible and predictable pay-as-you-go pricing. HPE GreenLake also provides a unified and secure edge-to-cloud platform that connects and harnesses data across edge, data center, and public clouds, enabling data-driven insights and actions. HPE GreenLake can help the customer address their data growth and security challenges by providing them with a tailored solution that meets their specific needs and use cases. Reference: <https://www.hpe.com/us/en/solutions/edge-to-cloud.html>  
<https://www.hpe.com/us/en/hpe-edge-to-cloud-transformation-program.html>  
<https://hpepress.hpe.com/product/Edge%20to%20Cloud%20Solutions%20Engineered%20Experiences%20to%20Unlock%20Your%20Full%20Potential-eBook-19332>

### Question: 3

You are presenting a new HPE SimpliVity solution to a potential customer. They want to see the easy management and integration into other HPE management options.  
Which tool can you or your customer use?

- A. HPE SAN Desing Reference Guide
- B. HPE Demonstration Portal
- C. HPE Product Bulletin
- D. HPE Assessment Foundry

**Answer: B**

Explanation:

The HPE Demonstration Portal is a tool that allows you or your customer to access and experience various HPE solutions, including HPE SimpliVity, in a live or simulated environment. You can use the portal to demonstrate the easy management and integration of HPE SimpliVity into other HPE management options, such as HPE OneView, HPE InfoSight, and HPE Cloud Volumes Backup. The portal also provides resources such as videos, guides, and scripts to help you prepare and deliver effective demonstrations. Reference: HPE Demonstration Portal, HPE SimpliVity Hyperconverged, HPE SimpliVity System Administration, Using HPE SimpliVity Solutions, HPE SimpliVity Developer Portal

### Question: 4

What differentiated business value does HPE GreenLake provide to a customer that a traditional capital outlay purchasing model does not?

- A. Eliminate recurring costs
- B. Reduce accounts payable balance
- C. Improve liquidity
- D. Increased overprovisioning

**Answer: C**

Explanation:

HPE GreenLake is a pay-per-use IT model that delivers on-demand capacity and planning, combining the agility and economics of public cloud with the security and performance of on-premises IT. It helps customers improve their liquidity by avoiding large upfront capital expenditures and paying only for what they use. This frees up cash flow and enables them to invest in other strategic initiatives.

According to an IDC study, customers using HPE GreenLake Management Services reported a 27% lower three-year cost

of operations and a 287% five-year return on investment<sup>1</sup>. Reference:

HPE GreenLake cloud platform

The Business Value of HPE GreenLake Management Services

HPE Expands Pay-Per-Use IT to Key Business Workloads

Three Financial Benefits of Using HPE Greenlake

## Question: 5

You need to include non GreenLake enabled ISVs in a customer solution. With whom should you engage if you need help with this solution?

- A. HPE Pointnext advisory services
- B. HPE ProLiant product management
- C. HPE Pointnext operational services
- D. HPE Complete product management

**Answer: D**

Explanation:

HPE Complete is a program that provides a one-stop shop for validated HPE and third-party partner end-to-end infrastructure solutions. HPE Complete and third-party engineering validates the interoperability and reliability of HPE Complete third-party products with HPE storage, server, and networking solutions.

HPE Complete product management is responsible for managing the portfolio of third-party products and solutions that are part of the HPE Complete program. If you need to include non GreenLake enabled ISVs in a customer solution, you should engage with HPE Complete product management to find the best fit for your customer's needs and goals. Reference: HPE Complete 3rd Party Technology Partner Products & Solutions, HPE Complete Care Service



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