

Delta - HPE Edge-to-Cloud Solutions

HP HPE0-V28

Version Demo

Total Demo Questions: 9

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Topic Break Down

Topic	No. of Questions
Topic 1, HPE Edge-to-Cloud Strategy	68
Topic 2, HPE GreenLake	7
Topic 3, HPE Compute	12
Topic 4, HPE Networking	12
Total	99

QUESTION NO: 1

A customer is connecting employee-owned devices and unmanaged building sensors to the same network. Which two Aruba ClearPass capabilities should you discuss to improve security? (Select two.)

- A. Profiling devices as they connect to the network
- B. Applying role-based access policies to users and devices
- C. Providing block storage for sensor data
- D. Replacing end-to-end quality-of-service policies for voice traffic
- E. Composing compute resources for application workloads

ANSWER: A B

Explanation:

ClearPass can identify and profile connected devices, which is important when unmanaged or headless IoT devices connect to the network. It can also apply identity- and role-based access policies so that each user or device receives access only to authorized resources. ClearPass is not a storage platform and does not replace network quality-of-service controls for real-time traffic.

QUESTION NO: 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.

ANSWER: C

Explanation:

This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure. Use of tools such as Ansible and Chef indicates that the customer is adopting infrastructure-as-code practices and values repeatable, policy-driven automation for provisioning and operating IT resources. This is a strong fit for HPE Hybrid IT because HPE's infrastructure management and cloud-management capabilities are designed to expose programmable interfaces and integrate into established automation workflows, rather than requiring teams to abandon the tools and processes they already use. For example, HPE GreenLake cloud platform services provide a hybrid operating model for managing workloads and resources across environments, while HPE infrastructure platforms offer APIs and automation integrations that help operations teams standardize deployment and lifecycle tasks. The customer's existing automation maturity can therefore accelerate adoption of a composable, software-defined, and hybrid cloud operating approach. It also provides an opportunity to discuss consistent governance, self-service provisioning, and operational automation across private-cloud and public-cloud resources. HPE describes GreenLake as a hybrid cloud platform designed to simplify management across the customer's hybrid estate; see [HPE GreenLake](#). HPE also documents Ansible automation resources and integrations at [HPE Developer: Ansible](#).

QUESTION NO: 3

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

Explanation:

Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles. Edge-to-cloud initiatives affect more than the IT organization: they influence business outcomes, operating models, financial planning, risk management, application priorities, and the user experience. Meeting influential stakeholders helps a solution provider understand those distinct priorities and communicate the proposed solution in outcome-oriented terms that are meaningful to each participant. For example, a business leader may focus on agility and time to value, a finance leader may focus on cost visibility and consumption economics, and a technical leader may focus on architecture, operations, security, and integration. The ability to connect these perspectives demonstrates that the seller understands the customer's broader goals rather than only product features. It also supports alignment around a shared business case and builds confidence that the recommended approach can be adopted successfully across the organization. This consultative engagement is particularly important for hybrid-cloud and as-a-service solutions, where business and IT decisions are closely connected. HPE describes HPE GreenLake as an edge-to-cloud platform designed to provide a cloud experience across applications and data, reinforcing the need to discuss value with stakeholders beyond a single technical contact. See [HPE GreenLake](#) and [HPE Hybrid Cloud Solutions](#).

QUESTION NO: 4

A customer has redesigned its offices around hybrid work, but facilities leaders cannot determine which spaces are used effectively and employees struggle to find available meeting rooms. Which two outcomes can an HPE Intelligent Workspace discussion address? (Select two.)

- A. Improving visibility into space utilization and occupancy patterns
- B. Supporting location-aware access to available workplace resources
- C. Replacing all business applications with a single collaboration platform
- D. Eliminating the need for facilities planning and management
- E. Moving every employee workload into the public cloud

ANSWER: A B

Explanation:

Intelligent Workspace solutions can use network, location, and workplace data to provide insight into occupancy and space utilization. They can also support location-aware experiences, such as helping employees find available rooms and workplace services.

Replacing all business applications and eliminating the need for facilities planning are not outcomes provided by an Intelligent Workspace solution.

QUESTION NO: 5

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

Explanation:

Growing use of data analytics and AI is a central trend driving edge-to-cloud adoption because organizations need to collect, process, govern, and derive value from rapidly expanding data sets wherever those data are created. Many high-value workloads, such as real-time operational analytics, computer vision, industrial monitoring, and personalized customer experiences, benefit from processing data close to its source to reduce latency, control data movement, and support timely decisions. At the same time, cloud capabilities provide scalable resources, common operations, and flexible consumption for workloads and data that must be managed across distributed locations.

HPE positions its edge-to-cloud strategy around a unified experience for applications and data spanning edge environments, colocations, data centers, and public clouds. This approach helps customers operationalize AI and analytics while addressing the practical requirements of distributed data, including governance, security, connectivity, and lifecycle management. HPE's description of its edge-to-cloud platform emphasizes the need to simplify and accelerate modernization across these environments, while its AI portfolio highlights the infrastructure and operational foundation needed to turn enterprise data into AI outcomes. See [HPE: What is edge to cloud?](#) and [HPE Artificial Intelligence solutions](#).

QUESTION NO: 6

What is one way HPE and Aruba solutions help to enhance security?

- A. They confine data and memory-driven computing to the network core.
- B. They build a silicon root of trust into IoT device hardware.
- C. They can onboard, monitor, and apply policies to BYOD and IoT devices.
- D. They ensure that archived data is encrypted and compliant with regulations.

ANSWER: C

Explanation:

They can onboard, monitor, and apply policies to BYOD and IoT devices. HPE Aruba Networking security solutions provide visibility and control for the diverse devices connecting to an enterprise network, including employee-owned endpoints, headless IoT devices, and operational technology. Aruba ClearPass, for example, supports network access control by identifying and profiling devices, authenticating users or devices, checking endpoint posture where applicable, and assigning access based on identity, device type, location, and security context. This enables organizations to apply role-based policies consistently across wired, wireless, and VPN connections rather than treating every connected device as trusted. Continuous monitoring and policy enforcement also support segmentation, limiting each device to the resources and services it is authorized to use. These capabilities are especially important because unmanaged and IoT endpoints often have limited built-in security controls and can introduce risk if they receive unrestricted network access. HPE Aruba Networking describes ClearPass as a network access control solution for securely connecting users and devices, while its security portfolio emphasizes zero-trust access and policy-based enforcement. See the [HPE Aruba Networking ClearPass network access control overview](#) and the [HPE Aruba Networking security solutions overview](#).

QUESTION NO: 7

A seller is developing a business case for an HPE Edge-to-Cloud consumption solution. Which two stakeholder discussions are necessary to determine whether the proposed model aligns with the customer's objectives? (Select two.)

- A. Discuss workload requirements, governance, and operational needs with IT leaders.

- B. Discuss budgeting, cost allocation, and consumption objectives with finance leaders.
- C. Ask one technical administrator to make all financial decisions.
- D. Focus only on the lowest initial hardware purchase price.
- E. Exclude business-unit leaders because they do not consume IT services.

ANSWER: A B

Explanation:

Consumption decisions require collaboration beyond the IT organization. IT stakeholders must establish workload, performance, security, and operational requirements. Finance stakeholders must evaluate budget treatment, cost visibility, and how consumption aligns with financial planning. A product selection based only on a technical preference or a single departmental budget does not establish a complete business case.

QUESTION NO: 8

A customer believes that the included product warranty is sufficient for a business-critical environment. Which two discovery findings would provide the strongest reason to discuss an enhanced HPE support service? (Select two.)

- A. The application must be supported during nights, weekends, and holidays.
- B. The business requires response commitments that align with the impact of an outage.
- C. The customer wants to continue using the included warranty service level.
- D. The environment is used only for noncritical test workloads during business hours.
- E. The customer expects that no hardware component will ever fail.

ANSWER: A B

Explanation:

Enhanced support services should be aligned to the operational impact of downtime. A workload that must be supported outside business hours and an environment that requires faster response than the warranty baseline are clear reasons to discuss a service level with appropriate coverage and response commitments. A need for ordinary hardware replacement alone does not distinguish the service requirement because the warranty already provides baseline hardware coverage.

QUESTION NO: 9

What is one imperative for IT in order to support today ' s new generation of apps and data?

- A. IT must extend change management lifecycles to reduce risk.
- B. IT must be able to scale quickly and seamlessly.
- C. IT must expand the data center footprint.
- D. IT must deploy IoT devices that support next-gen analytic workloads.

ANSWER: B

Explanation:

IT must be able to scale quickly and seamlessly. Modern applications and data environments produce highly variable demand: new digital services, analytics, artificial intelligence workloads, and distributed data can require infrastructure capacity or performance to increase without lengthy procurement cycles or disruptive redesign. An imperative for IT is

therefore to provide an agile operating model in which compute, storage, and related cloud services can be scaled according to changing business and application requirements. This supports timely delivery of services while helping teams maintain consistent operations across on-premises, edge, and cloud environments. HPE positions its edge-to-cloud strategy around delivering a cloud experience wherever apps and data reside, including the ability to consume and scale resources flexibly. HPE GreenLake provides a cloud operating model and on-demand consumption approach intended to help organizations respond to changing capacity needs. This makes rapid, seamless scaling a fundamental requirement for supporting current application and data demands. See [HPE GreenLake cloud platform](#) and [HPE's edge-to-cloud overview](#).