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HPE Edge-to-Cloud Solutions Sample Questions (Q85-Q90):

NEW QUESTION # 85

Your customer acquired their Gen10 Plus servers through HPE GreenLake last year. They want to add HPE GreenLake for Block Storage to their GreenLake footprint. They ask you for a quote, and you inform them that you can start this process through their HPE GreenLake Central instance via a wizard-driven application.

What information do you need to gather for the wizard? (Choose two.)

- A. Reserved capacity
- B. Site contact info
- C. Subscription term
- D. HPE customer ID
- E. Datacenter address

Answer: B,C

Explanation:

To add HPE GreenLake for Block Storage to an existing HPE GreenLake account, you need to provide some basic information to the wizard-driven application in HPE GreenLake Central.

According to the HPE GreenLake for Block Storage Getting Started Guide, you need to enter the following information:

Site contact info: This includes the name, email, and phone number of the person who will be the primary contact for the site where the block storage service will be deployed. This is required to ensure smooth communication and coordination between HPE and the customer.

Subscription term: This is the duration of the contract for the block storage service, which can range from 12 to 60 months. This is required to calculate the monthly billing and the minimum committed capacity for the service.

NEW QUESTION # 86

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?

- A. IT plays a supportive role in the background.
- B. IT needs to plan more extensively before making any changes.
- C. IT provides a competitive advantage for the company.
- D. IT now makes most purchasing decisions on its own.

Answer: C

NEW QUESTION # 87

What is a correct formula to calculate business value?

- A. profit = revenue - expenses
- B. profit = revenue + expenses
- C. profit = revenue / expenses
- D. profit = revenue * expenses

Answer: A

Explanation:

Business value is a measure of the benefits that an organization or a project delivers to its stakeholders, such as customers, employees, shareholders, or society.

One way to quantify business value is to calculate the profit, which is the difference between the revenue and the expenses of an organization or a project.

Revenue is the income that an organization or a project generates from its products, services, or other sources.

Expenses are the costs that an organization or a project incurs to operate, produce, or deliver its products, services, or other outputs.

Therefore, the formula to calculate profit is: profit = revenue - expenses.

For example, if an organization has a revenue of \$100,000 and an expense of \$80,000, its profit is \$20,000.

NEW QUESTION # 88

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. Developers need to accelerate their development cycles for mobile apps.
- C. The customer needs to streamline the onboarding process for personal devices.
- D. Clients are asking for services that the business does not currently offer.

Answer: D

NEW QUESTION # 89

Which values does the TCO Calculator provide? (Choose two.)

- A. Net present value
- B. Cost to company (CTC)
- C. Operational expenditure
- D. Return on investment
- E. Capital expenditure

Answer: A,D

Explanation:

The TCO Calculator is a tool that helps you compare the total cost of ownership (TCO) of different IT infrastructure solutions, such as on-premises, cloud, or hybrid. The TCO Calculator provides two values that can help you evaluate the financial benefits of each solution: return on investment (ROI) and net present value (NPV).

Return on investment (ROI) is a measure of the profitability of an investment, calculated as the ratio of the net income generated by the investment to the initial cost of the investment. A higher ROI indicates a more profitable investment. The TCO Calculator estimates the ROI of each solution over a specified period of time, based on the expected savings, costs, and revenues.

Net present value (NPV) is a measure of the present value of the future cash flows of an investment, discounted by a certain interest rate. A positive NPV indicates that the investment is worth more than its initial cost. The TCO Calculator estimates the NPV of each solution over a specified period of time, based on the expected savings, costs, revenues, and discount rate.

The TCO Calculator can help you compare the ROI and NPV of different IT infrastructure solutions and choose the one that best suits your business needs and goals. References: TCO & ROI Calculators for IT Infrastructure - Total Cost of Ownership | HPE, TCO Calculator User Guide, TCO Calculator FAQ

NEW QUESTION # 90

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