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NEW QUESTION: 1

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. By 2019 a majority of companies will be using leasing options.
- B. In 2017 a majority of companies moved their services from private cloud to public cloud.
- C. By 2018 a majority of companies will increase their IT budgets by 25%.
- D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

Your customer required a managed private cloud solution of which they can retain ownership for tax purposes.

Which delivery model should you recommend?

- A. HPE GreenLake for Virtual Desktop Infrastructure (VDI).
- B. HPE Financial Services lease with GreenLake management services.
- C. Traditional purchase with GreenLake management services.
- D. Custom HPE GreenLake solution based on a reference architecture.

Answer: B (LEAVE A REPLY)

A managed private cloud solution is one where the customer has a dedicated cloud environment that is managed by a third-party provider. The customer can benefit from the scalability, flexibility, and security of the cloud, without having to deal with the infrastructure management and maintenance. However, the customer may also have specific requirements for ownership and tax purposes, such as retaining the title of the assets or depreciating them over time. In this case, a traditional purchase or a custom HPE GreenLake solution may not be suitable, as they would either require the customer to pay upfront for the infrastructure or transfer the ownership to HPE. HPE GreenLake for VDI is also not a good option, as it is a specific solution for virtual desktops, not a general-purpose cloud platform.

The best option for the customer is to use HPE Financial Services lease with GreenLake management services.

This option allows the customer to lease the infrastructure from HPE Financial Services, while HPE GreenLake provides the management and pay-per-use billing for the cloud services. The customer can retain the ownership of the assets at the end of the lease term, or renew the lease with updated technology. The customer can also take advantage of the tax benefits of leasing, such as deducting the lease payments as operating expenses or claiming depreciation allowances. This option provides the customer with a managed private cloud solution that meets their ownership and tax needs, while also offering the advantages of HPE GreenLake, such as cost savings, agility, and innovation. References: HPE GreenLake Cloud Services, HPE Financial Services, HPE GreenLake for Private Cloud Enterprise

NEW QUESTION: 3

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

- A. The customer is not interested in IoT, but does want to support BYOD.
- B. The customer needs to deploy IoT devices in a secure manner.
- C. The customer needs to control access for both mobile and traditional users.
- D. The customer is looking to automate their data center but is not interested in expanding to cloud.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

Compared to OCA, which additional datacenter characteristic is required to configure a solution in SSET?

- A. KW per rack
- B. Country
- C. Input voltage
- D. Input phase

Answer: C ([LEAVE A REPLY](#))

OCA (One Config Advanced) and SSET (Solution Sizer and Estimator Tool) are both tools that help design and configure HPE solutions. OCA is a web-based tool that allows users to create and validate configurations for HPE servers, storage, and networking products. SSET is a tool that helps users estimate the power, cooling, and space requirements for HPE solutions. SSET also provides recommendations for rack and power distribution units (PDUs). Compared to OCA, SSET requires an additional datacenter characteristic to configure a solution: the input voltage. This is because the input voltage affects the power consumption and efficiency of the solution. The input voltage can be either single-phase or three-phase, and it can vary depending on the country and region. SSET allows users to select the input voltage from a list of predefined values or enter a custom value. OCA does not require the input voltage as an input parameter, as it only focuses on the product configuration and compatibility. References: Edge to Cloud Solutions:

NEW QUESTION: 5

A Customer wants to expand their existing HPE SimpliVity cluster. You propose adding a similar size host with newer generation Intel CPUs.

What needs to be done to facilitate adding the new hosts to the cluster?

- A. enable Enhanced vMotion Compatibility
- B. disable Enhanced vMotion Compatibility
- C. disable Distributed Resource Scheduler
- D. enable Distributed Resource Scheduler

Answer: A (LEAVE A REPLY)

HPE SimpliVity is a hyperconverged infrastructure solution that combines compute, storage, networking, and data services in a single appliance¹. HPE SimpliVity clusters are groups of HPE SimpliVity nodes that share the same federation and data center². HPE SimpliVity clusters can be expanded by adding new nodes to increase the capacity and performance of the cluster³. However, adding new nodes with newer generation Intel CPUs to an existing HPE SimpliVity cluster may cause compatibility issues for vMotion, the VMware technology that enables live migration of virtual machines between hosts⁴. vMotion requires that the source and destination hosts have compatible CPUs, meaning that they support the same set of CPU features⁴. If the new nodes have different or additional CPU features than the existing nodes, vMotion may fail or be restricted⁴.

To facilitate adding the new hosts to the cluster, one possible solution is to enable Enhanced vMotion Compatibility (EVC) on the cluster⁵. EVC is a feature of VMware vSphere that ensures vMotion compatibility for the hosts in a cluster that are running different CPU generations⁵. EVC masks the CPU features that are not common among all hosts in the cluster, so that all hosts present the same CPU feature set to the virtual machines⁵. This way, vMotion can be performed without CPU compatibility errors⁵.

To enable EVC on the cluster, the following steps are required⁵:

Power off all virtual machines in the cluster, or migrate them to another cluster.

Edit the cluster settings and select the EVC mode that corresponds to the baseline CPU feature set for the cluster. The EVC mode must be equivalent to or a subset of the feature set of the host with the smallest feature set in the cluster.

Add the new hosts to the cluster and verify that they are compatible with the EVC mode.

Power on the virtual machines in the cluster, or migrate them back from another cluster.

By enabling EVC, the cluster can benefit from the improved vMotion compatibility and flexibility of adding new hosts with newer generation Intel CPUs. However, enabling EVC also has some limitations and trade-offs, such as⁵:

EVC does not allow vMotion between hosts with different CPU vendors, such as AMD and Intel.

EVC does not prevent vMotion from failing for other reasons, such as network or storage incompatibility.

EVC may prevent virtual machines from accessing some CPU features that are available on newer hosts, but not on older hosts.

EVC may not work with some applications that do not follow the CPU vendor recommended methods of feature detection.

Therefore, enabling EVC should be carefully planned and tested before adding the new hosts to the cluster.

References:

1: HPE SimpliVity

2: HPE SimpliVity User Guide

3: HPE SimpliVity Expansion Installation and Startup Service

4: VMware EVC and CPU Compatibility FAQ

5: About Enhanced vMotion Compatibility

NEW QUESTION: 6

When validating that a final solution design meets updated customer requirements, which of the following is necessary?

- A. Selecting the right HPE and 3rd party products and services
- B. Qualifying the customer requirements
- C. Documenting customer intent
- D. Planning the solution design

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 7

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

- A. They redirect attacks to cloud-based security services environments.
- B. They keep data analytics operations safely behind the data center firewall.
- C. They are resistant to attacks because they have a distributed architecture.
- D. They enable sophisticated threat detection all the way to the edge of the network.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 8

Due to legal restriction to some geographies, which feature is excluded from HPE StoreOnce demonstration license?

- A. Catalyst Store
- B. Trusted Platform Module
- C. encryption
- D. federated management

Answer: C ([LEAVE A REPLY](#))

HPE StoreOnce demonstration license is a temporary license that enables StoreOnce Catalyst and Replication features for 90 days. However, due to legal restrictions in some countries, the

encryption feature is excluded from the demonstration license. Encryption is a feature that protects data at rest on StoreOnce systems by using AES-256 encryption algorithm. To use encryption, a separate license must be purchased and applied to the StoreOnce system. Encryption is not available in the following countries: Belarus, Burma, China, Cuba, Iran, North Korea, Sudan, Syria, and Venezuela. References: Licensing problems | HPE StoreOnce 2xxx-5xxx System User Guide for StoreOnce software version 3.18.x, HPE StoreOnce Networking Licenses | HPE Store US

NEW QUESTION: 9

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

- A.** Take a services-led approach to transform the customer data environment with cloud storage solutions.
- B.** Take a services-led approach to transform the customer data center into a full software-defined infrastructure.
- C.** Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.
- D.** Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 10

When should a customer be offered an HPE GreenLake Cloud Service trial?

- A.** When the customer wants to evaluate a high-performance, large-scale power-user VDI cluster in the public cloud.
- B.** When the customer wants to evaluate 24/7 support for their mission critical workloads residing in a collocated datacenter.
- C.** When the customer wants to experience Platform as a Service (PaaS) that is inclusive of technology, support, metering and management.
- D.** When the customer wants to experience next generation technology not yet released for public consumption.

Answer: ([SHOW ANSWER](#)**)**

HPE GreenLake Cloud Services are designed to provide customers with a cloud-like experience for their on-premises and edge workloads, with flexible and predictable pay-per-use pricing, self-service provisioning, and unified management. HPE GreenLake Cloud Services offer a range of solutions for different use cases, such as infrastructure, containers, SAP HANA, VDI, private cloud, and HPC. HPE GreenLake Cloud Services also include technology, support, metering, and management as part of the platform as a service offering, which simplifies the customer's IT operations and reduces their total cost of ownership. HPE GreenLake Cloud Services Try & Buy

Offer is a program that allows customers to try HPE GreenLake Cloud Services for free for 30 days, and evaluate how they can benefit from the cloud economics, agility, and scalability of HPE GreenLake. Customers can choose from various cloud services and test them in their own data center or colocation facility, with no upfront investment or commitment. Customers can also access HPE experts and resources to help them with the trial and the transition to HPE GreenLake. Therefore, a customer should be offered an HPE GreenLake Cloud Service trial when they want to experience platform as a service that is inclusive of technology, support, metering and management, and see how it can transform their IT and business outcomes.

References: <https://www.hpe.com/in/en/greenlake/as-a-service-offers.html>

https://connect.hpe.com/HPE_Backup_and_Recovery_Trial

NEW QUESTION: 11

A customer is interested in a HPE SAP HANA solution based on HPE SuperDome Flex and HPE Alletra 9000.

Which additional product should you offer them?

- A. HPE GreenLake for Private Cloud Enterprise
- B. HPE Apollo 6500 Gen10 Plus
- C. HPE GreenLake for database
- D. HPE StoreOnce

Answer: (SHOW ANSWER)

HPE GreenLake for database is a cloud service that provides a fully managed, pay-per-use, and scalable solution for SAP HANA and other databases. It enables customers to run their mission-critical workloads on HPE Superdome Flex and HPE Alletra 9000, while enjoying the benefits of cloud economics, flexibility, and security. HPE GreenLake for database also offers features such as backup and recovery, high availability, disaster recovery, and performance optimization. By offering HPE GreenLake for database to the customer, you can help them simplify their database operations, reduce their costs and risks, and accelerate their time to value. References: HPE GreenLake for database, HPE GreenLake for SAP HANA, HPE Superdome Flex Solutions for SAP HANA

NEW QUESTION: 12

What is one way today's apps and data are different from the past?

- A. They are consolidated in a centralized data center and typically accessed in one way.
- B. They live on multiple platforms, from the data center, the cloud, and the network edge.
- C. They are not expanding as rapidly as they once were, but require more dedicated security.
- D. They are more likely to be coded with proprietary software languages.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 13

What is the appropriate use case for a hybrid solution?

- A. When scalability and flexibility are critical requirements
- B. When legacy systems are no longer in use
- C. When there is a need for low-speed network connectivity
- D. When data needs to be stored on-premises

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 14

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

- A. The customer wants to reduce costs and regain control of the data center.
- B. The customer wants to accelerate provisioning to provide on-demand IT.
- C. The customer wants deep insights into big data collected at the edge.
- D. The customer wants to improve user experience in an open office environment.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

You have designed an HPE Synergy solution for a customer site. The customer wants to use this solution design as a blueprint to implement the same solution in 200 locations. They want to minimize cost for installation and configuration and therefore plan to order everything Factory pre-installed and pre-configured.

Which HPE tool can you use to document the customer requirements and attach them to the order?

- A. HPE SmartCID
- B. HPE SPOCK
- C. HPE GreenLake Central
- D. HPE Assessment Foundry

Answer: A ([LEAVE A REPLY](#))

HPE SmartCID is a tool that enables you to document the customer requirements and attach them to the order for HPE Synergy solutions. HPE SmartCID allows you to capture the configuration details, such as the frame layout, the compute modules, the interconnect modules, the storage options, the network settings, and the firmware versions, and generate a configuration file that can be used for factory pre-installation and pre-configuration. HPE SmartCID also validates the configuration for compatibility and compliance with HPE best practices and provides a graphical representation of the solution design. HPE SmartCID can help you reduce the cost and time for installation and configuration and ensure a consistent and error-free deployment across multiple sites. References: HPE SmartCID User Guide, HPE Synergy 12000 Frame Setup and Installation Guide, HPE Factory Express Integration Services

NEW QUESTION: 16

Your customer needs assistance updating their database infrastructure with a modern solution that will grow with their needs and free up their IT staff to focus on value added activities.

Which of the following benefits would the customer receive by choosing HPE GreenLake for database?

- A. Cost savings with a community cloud operating model that supports sharing resources with other tenants.
- B. Time savings with a fully managed VDI solution hosted in their choice of AWS or Azure.
- C. Order prioritization with delivery and provisioning of new capacity in 7 days or fewer.
- D. Offload monitoring and modifying databases with HPE GreenLake management services.

Answer: (SHOW ANSWER)

The customer would receive the benefit of offloading monitoring and modifying databases with HPE GreenLake management services by choosing HPE GreenLake for database. This is because HPE GreenLake for database is a cloud service that delivers optimized infrastructure and management services for business-critical databases such as SQL Server, Oracle, and EDB Postgres. HPE GreenLake for database offers the following benefits for the customer:

It provides a pay-per-use pricing model that aligns costs with usage and avoids overprovisioning or underutilization of resources¹².

It enables a self-service portal that allows the customer to provision, scale, and manage databases on demand, with point-and-click simplicity¹³.

It leverages HPE InfoSight, an AI-powered platform that provides predictive analytics, proactive recommendations, and automated actions to prevent issues, optimize performance, and reduce costs for database environments¹⁴.

It includes HPE GreenLake management services, which provide 24x7 monitoring, backup, patching, and tuning of databases, freeing up the customer's IT staff to focus on value-added activities¹⁵.

The other options are not benefits of HPE GreenLake for database because:

A). Cost savings with a community cloud operating model that supports sharing resources with other tenants. HPE GreenLake for database does not use a community cloud operating model, which is a cloud service that is shared among multiple organizations with common interests or goals. HPE GreenLake for database uses a private cloud operating model, which is a cloud service that is dedicated to a single organization and hosted on-premises or in a colocation facility⁶⁷.

B). Time savings with a fully managed VDI solution hosted in their choice of AWS or Azure. HPE GreenLake for database does not provide a VDI solution, which is a virtual desktop infrastructure that delivers desktops and applications to end users from a centralized server. HPE GreenLake for database provides a database solution, which is a data management system that stores, organizes, and manipulates data for various applications. HPE GreenLake for database also does not host the solution in AWS or Azure, which are public cloud providers. HPE GreenLake for database hosts the solution on-premises or in a colocation facility⁸⁹.

C). Order prioritization with delivery and provisioning of new capacity in 7 days or fewer. HPE GreenLake for database does not guarantee delivery and provisioning of new capacity in 7 days or fewer. HPE GreenLake for database provides a buffer capacity that is reserved for the customer and can be activated instantly when needed. However, if the customer requires

additional capacity beyond the buffer, the delivery and provisioning time may vary depending on the availability and complexity of the solution .

References:

HPE GreenLake for Database | HPE Store US

HPE GreenLake for Database - PSNow

HPE GreenLake for Database | HPE Saudi Arabia

HPE InfoSight - AI-Driven Intelligence for Infrastructure

Unlock the value of your databases - Nutanix

What is a community cloud? | IBM

What is a private cloud? | IBM

What is VDI (Virtual Desktop Infrastructure)? | VMware

What is a database? | Oracle

[HPE GreenLake for Database - PSNow]

[HPE GreenLake for Database | HPE Store US]

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NEW QUESTION: 17

Match each solution to the appropriate customer.

Answer:

Customers looking to unlock agility and collapse data management silos. = Alletra Customers looking to run apps and collapse infrastructure management silos. = SimpliVity Customers looking to run apps and build a resilient enterprise. = Zerto Alletra: Alletra is a data services platform that offers cloud-native data management and storage solutions for various workloads and applications. It can help customers unlock agility and collapse data management silos, by enabling them to provision, monitor, and optimize their data services from a single cloud console, and to integrate with various cloud providers and services¹².

SimpliVity: SimpliVity is a hyperconverged infrastructure solution that combines compute, storage, networking, and data protection in a single appliance. It can help customers run apps and collapse infrastructure management silos, by simplifying and streamlining their IT operations, reducing costs and complexity, and improving efficiency and performance³⁴.

Zerto: Zerto is a data protection and disaster recovery solution that offers continuous data replication, backup, and recovery for various workloads and applications. It can help customers

run apps and build a resilient enterprise, by enhancing their data availability, security, and compliance, and by enabling them to recover from any disruption or failure in minutes5 .

NEW QUESTION: 18

When designing and architecting a solution based on customer requirements, which of the following is necessary?

- A. Planning the solution design
- B. Selecting the right HPE and 3rd party products and services
- C. Qualifying the customer requirements
- D. Documenting customer intent

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 19

Which tool is available to help you to engage with the customer to present the economic impact of an HPE GreenLake solutions?

- A. HPE GreenLake Estimator
- B. HPE Assessment Foundry
- C. HPE GreenLake Quick Quote
- D. HPE GreenLake Central

Answer: A ([LEAVE A REPLY](#))

The HPE GreenLake Estimator is a tool that helps you to generate pricing estimates for various HPE GreenLake cloud services and workloads, based on your customer's specific needs and parameters. The tool allows you to define your workload, review suggested configurations, fine-tune your specifications, and receive an email with your estimate. The tool also provides you with a comparison of the total cost of ownership (TCO) between HPE GreenLake and traditional IT models, as well as the potential savings and benefits of choosing HPE GreenLake. The HPE GreenLake Estimator is a useful tool to engage with your customer and present the economic impact of an HPE GreenLake solution, as well as to initiate the process of creating a formal quote. References: <https://paths.ext.hpe.com/c/hpe-greenlake-for-backup-and-recovery-cost-estimator?x=pd4vnk>

https://www.hpe.com/psnow/resources/ebooks/a00092451en_us_v36/Pricing-estimates-and-quotes-for-services.h

<https://www.servercomputeworks.com/pricing.asp>

NEW QUESTION: 20

Your customer needs the BTU rating for the complete rack level solution you have proposed to ensure it fits their thermal requirements.

Which tools can provide you with this data? (Choose two.)

- A. SPOCK
- B. Power Advisor
- C. HPE Assessment Foundry

- D. CloudPhysics
- E. OCA
- F. GreenLake Central

Answer: B,E ([LEAVE A REPLY](#))

NEW QUESTION: 21

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 Design Reference Guide
- B. HPE Demonstration Portal
- C. HPE Product Bulletin
- D. HPE Assessment Foundry

Answer: ([SHOW ANSWER](#))

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. References: HPE Demonstration Portal, HPE SimpliVity Hyperconverged, HPE SimpliVity System Administration, Using HPE SimpliVity Solutions, HPE SimpliVity Developer Portal

NEW QUESTION: 22

Match the Terms left to right

Answer:

Explanation:

According to the HPE Edge-to-Cloud Solutions - Self-Directed Lab, page 14, the following terms match the statements:

Customer has significant one-time budget available = Purchase

Customer owns the assets = Purchase

Customer requires best TCO = HPE GreenLake Services

HPE owns the assets = HPE GreenLake Services

Customer wants a fixed cost per month for a pre-defined set of resources = HPE GreenLake Services
Purchase: This is a traditional acquisition model where the customer pays upfront for the hardware, software, and services they need. The customer owns the assets and is responsible for their maintenance, management, and upgrade. This model is suitable for customers who have a large one-time budget available and who want to have full control over their assets.

HPE GreenLake Services: This is a consumption-based model where the customer pays only for the resources they use, on a monthly basis. HPE owns the assets and provides them as a service to the customer, along with the necessary support, management, and optimization. This model is

suitable for customers who want to reduce their capital expenditure, improve their TCO, and have a fixed cost per month for a pre-defined set of resources.

NEW QUESTION: 23

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It ensures that all data remains securely in the data center.
- B. It includes security monitoring as a service as part of the solution.
- C. It automatically deploys patches to all desktops at the network edge.
- D. It embeds a silicon root of trust in every desktop.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

- A. lower storage TCO and faster insights from analytics
- B. reduced overprovisioning in the data center and lower TCO
- C. increased facilities ROI and improved productivity
- D. reduced application provisioning time and enhanced DevOps

Answer: C (LEAVE A REPLY)

NEW QUESTION: 25

How do IT teams typically spend the majority of their time?

- A. working on innovation initiatives
- B. creating new apps
- C. learning about next-gen technologies
- D. doing ongoing maintenance tasks

Answer: D (LEAVE A REPLY)

NEW QUESTION: 26

For each option, identify whether it is customizable for HPE GreenLake for Block Storage.

Answer:

Explanation:

According to the HPE GreenLake for Block Storage configuration overview, the following options are customizable for HPE GreenLake for Block Storage:

Choice of RAID Level: Customizable. You can choose the RAID level for each virtual pool of storage based on your performance and availability requirements. The supported RAID levels are RAID 1, RAID 5, RAID 6, and RAID 101.

Performance Tier: Customizable. You can choose the performance tier for each virtual pool of storage based on your workload characteristics and service level objectives. The available performance tiers are Performance, Business Critical, and Mission Critical1.

Choice of Disk Size: Customizable. You can choose the disk size for each virtual pool of storage based on your capacity and density needs. The supported disk sizes are 1.92 TB, 3.84 TB, 7.68 TB, and 15.36 TB for SSDs, and 1.6 TB and 3.2 TB for SCM1.

Availability SLA: NOT customizable. HPE GreenLake for Block Storage offers a built-in 100% data availability guarantee for mission-critical environments. This means that HPE will ensure that your data is always accessible and protected, and will compensate you for any downtime or data loss that may occur².

Network Interface/Connectivity: Customizable. You can choose the network interface and connectivity for each storage system based on your host and network requirements. The supported network interfaces are Fibre Channel and iSCSI, and the supported connectivity options are direct attach, switch attach, and SAN1.

NEW QUESTION: 27

Your customer would like to adopt a pay-per-use consumption model with GreenLake for Private Cloud Enterprise.

Which important factor should you share with them?

- A. PCE bare metal servers are not included in pay-per-use billing.
- B. PCE is pay-per-use but must be serviced by an HPE Partner.
- C. The pay-per-use billing includes a minimum reserve.
- D. They can select any pay-per-use unit of measure they prefer.

Answer: (SHOW ANSWER)

HPE GreenLake for Private Cloud Enterprise is a fully managed cloud service that delivers a public cloud-like experience for bare metal, containers, and VMs in your private environment. It is a true pay-per-use solution that allows you to pay for what you use, subject to a minimum monthly reservation fee. The minimum reserve is based on the expected usage of the infrastructure and can be adjusted as needed. The minimum reserve ensures that you have enough capacity to meet your performance and availability requirements, while also benefiting from the flexibility and scalability of the pay-per-use model. You can monitor your usage and billing through the HPE GreenLake Central portal, which provides consumption analytics and insights. References: HPE GreenLake for Private Cloud Enterprise, HPE GreenLake for private cloud data sheet, Modern private cloud made easy: HPE unveils HPE GreenLake for Private Cloud Enterprise

NEW QUESTION: 28

You need to determine whether there is resource contention between VMs in an HPE Hyper-V environment.

Which tool should you use?

- A. HPE CloudPhysics
- B. HPE Single Point of Connectivity Knowledge
- C. HPE NinjaSTARS
- D. HPE In

Answer: (SHOW ANSWER)

HPE CloudPhysics is a SaaS-based platform that provides data-driven insights and recommendations for optimizing the performance, availability, and cost of virtualized environments. HPE CloudPhysics collects and analyzes data from various sources, such as hypervisors, VMs, storage, and network devices, and applies machine learning and analytics to identify and resolve issues, such as resource contention, misconfigurations, bottlenecks, and inefficiencies. HPE CloudPhysics can help you monitor and troubleshoot HPE Hyper-V environments, as well as compare and plan migrations to HPE GreenLake or other cloud platforms¹². References: HPE CloudPhysics | HPE Store US, HPE CloudPhysics - Data Sheet

NEW QUESTION: 29

You are presenting an HPE GreenLake for Private Cloud Enterprise proposal. Which of the following statements is true?

- A. It only supports containerized workloads.
- B. It only supports virtualization workloads.
- C. It can support both containerized and virtualization workloads at the same time.
- D. It can support either containerized or virtualization workloads, but not at the same time.

Answer: C (LEAVE A REPLY)

HPE GreenLake for Private Cloud Enterprise is a fully managed cloud service that delivers a consistent cloud experience across bare metal, containers, and virtual machines (VMs) in the customer's private environment. It supports both containerized and virtualization workloads at the same time, enabling customers to run any application or mission-critical workload on the platform of their choice. It also provides self-service access, automation, consumption analytics, and enterprise-grade SLAs for the entire lifecycle of the service¹²³.

References:

HPE GreenLake for Private Cloud Enterprise

HPE GreenLake Advances Hybrid Cloud Experience with Modern Private Cloud and New Cloud Services Addressing hybrid cloud application challenges using HPE GreenLake for Private Cloud Enterprise

NEW QUESTION: 30

What is one benefit of the private cloud model?

- A. It enables self-service provisioning within the customer's IT infrastructure.
- B. It offers more scalability than public cloud.
- C. It removes the need for making capital expenditures in the data center.
- D. It requires fewer IT resources than public cloud.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 31

Your client needs a departmental Storage array to host a VDI workload at a remote office. The networking infrastructure is limited and the client has decided to connect the ESXi host servers with 12Gbps SAS.

Which HPE Storage product will meet their requirements?

- A. HPE Alletra 9060
- B. HPE Nimble AF20
- C. HPE MSA 2062
- D. HPE Alletra 6030

Answer: C (LEAVE A REPLY)

The HPE MSA 2062 is a cost-effective, entry-level storage array that supports 12Gbps SAS connectivity to the host servers. It is designed for small and medium-sized businesses, remote offices, and departmental workloads. It can host up to 325 virtual desktops with a single array and deliver up to 325,000 IOPS of performance. It also offers advanced data services such as snapshots, replication, encryption, and tiering. The HPE MSA 2062 is compatible with VMware vSphere and can be easily managed with HPE OneView or HPE StoreOnce. References:

[HPE MSA 2062 Storage]

[HPE MSA Storage Configuration and Best Practices for VMware vSphere]

[HPE MSA Storage Solutions]

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NEW QUESTION: 32

Your customer needs a single-node 60TB S3 target for some of their applications.

Which solution meets their requirements?

- A. HPE MSA 2062
- B. HPE Alletra 6030
- C. Scality RING
- D. Scality ARTESCA

Answer: D (LEAVE A REPLY)

Scality ARTESCA is a lightweight, cloud-native object storage solution that can run on a single node and provide S3-compatible API for applications. It is designed to deliver high performance, scalability, and resilience for edge-to-cloud workloads. Scality ARTESCA can support up to 64TB of usable capacity per node, which meets the customer's requirement of 60TB. Scality ARTESCA also offers features such as data protection, encryption, replication, erasure coding, and multi-tenancy. Scality ARTESCA is part of the HPE Edge-to-Cloud portfolio and can be deployed on HPE ProLiant servers or HPE Apollo systems. References: Scality ARTESCA, HPE Edge-to-Cloud Solutions, HPE and Scality ARTESCA:

Cloud-native object storage for edge-to-cloud data

NEW QUESTION: 33

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. VDI often provides twice the performance of traditional desktop infrastructure.
- B. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- C. IT can manage the desktop environment much more easily and quickly with VDI.
- D. VDI ensures that the data users access most often is stored locally and is easily accessible.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 34

For each use case, identify whether it is a traditional solution or a hybrid solution.

Answer:

Explanation:

According to the HPE Edge-to-Cloud Adoption Framework, page 5, a traditional solution is a cloud deployment model where the cloud infrastructure is provisioned for exclusive use by a single organization comprising multiple consumers (e.g., business units). It may be owned, managed, and operated by the organization, a third party, or some combination of them, and it may exist on or off premises. A traditional solution offers the organization more control, security, and customization over their cloud resources, but it also requires more investment, maintenance, and expertise.

A hybrid solution is a cloud deployment model where the cloud infrastructure is a composition of two or more distinct cloud infrastructures (private, community, or public) that remain unique entities, but are bound together by standardized or proprietary technology that enables data and application portability (e.g., cloud bursting for load balancing between clouds). A hybrid solution offers the consumers more choice, agility, and innovation over their cloud resources, but it also requires more integration, management, and complexity.

Based on these definitions, the following use cases are hybrid solutions:

An on-premises database, emerging applications, storage as a service with VMs, or container environments and cloud back up. = Hybrid solution. This use case involves a combination of on-premises and cloud resources, and requires data and application portability between them.

A small private cloud for productivity and collaboration with public cloud disaster recovery or testing and development. = Hybrid solution. This use case involves a combination of private and public cloud resources, and requires data and application portability between them.

The following use cases are traditional solutions:

A small deployment in an office consolidating a small number of applications but limited SLA requirements. = Traditional solution. This use case involves a single organization using a cloud infrastructure for exclusive use, and does not require data and application portability to other clouds.

Large Object-Store performance database and online transaction processing (OLTP) without external connectivity. = Traditional solution. This use case involves a single organization using a cloud infrastructure for exclusive use, and does not require data and application portability to other clouds

NEW QUESTION: 35

What is one way that HPE is preparing customers for the future?

- A. by helping them transform into data-driven organizations
- B. by helping them remove containers and shift all workloads to virtualized servers
- C. by helping them transition away from data toward apps
- D. by helping them replace Platform as a Service (PaaS) with Software as a Service (SaaS)

Answer: A (LEAVE A REPLY)

NEW QUESTION: 36

You are designing a new datacenter solution for a customer with a limited power footprint.

Which tools can you use to present the power consumption of proposed solution to the customer?

(Choose two.)

- A. OCA
- B. NinjaSTARS
- C. SSET
- D. Product Bulletin
- E. Power Advisor

Answer: D,E (LEAVE A REPLY)

To present the power consumption of a proposed datacenter solution to a customer, you can use the following tools:

Product Bulletin: This is a web-based tool that provides technical specifications, features, benefits, and compatibility information for HPE products. You can use it to compare different products and configurations, and to generate customized reports that include power and cooling data for the selected products. You can also access the Product Bulletin from the HPE Sizer tool1.

Power Advisor: This is a web-based tool that helps you estimate the power consumption and cooling requirements of HPE servers, storage, and networking devices. You can use it to create a configuration based on the customer's requirements, and to generate a power summary report that shows the power input, output, heat dissipation, and airflow data for the configuration. You can also export the configuration to the HPE Sizer tool2.

The other options are not suitable for presenting the power consumption of a proposed solution. OCA is an online tool that helps you assess the customer's current environment and identify opportunities for optimization and transformation. NinjaSTARS is a web-based tool that helps you compare the performance and cost of HPE storage solutions with competitors' products. SSET is a web-based tool that helps you design and validate HPE solutions based on customer requirements and industry workloads. References:

NEW QUESTION: 37

When assessing the potential impact of an HPE Edge-to-Cloud solution on an organization's existing infrastructure, which of the following is a key consideration?

- A. Ensuring that the solution aligns with the latest technology trends
- B. Determining the budget for the project before assessing the impact
- C. Avoiding any customization to minimize complexity
- D. Analyzing the solution's potential impact on existing business processes and systems

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 38

What has been a hallmark of HPE from the time it started?

- A. conventional paradigms
- B. IT as a service
- C. converged infrastructure
- D. innovative solutions

Answer: [D \(LEAVE A REPLY\)](#)

NEW QUESTION: 39

A customer wants to implement a solution that doesn't limit any future operational expenditures. Which type of solution should you choose and why?

- A. A hybrid solution because moving workloads into the cloud always reduce total cost.
- B. A hybrid solution as the expenditure model is simple.
- C. A Cloud solution with a pay-per-use model with on-demand scaling of resources.
- D. A traditional solution works best because it takes no capital expenditure to deploy.

Answer: [C \(LEAVE A REPLY\)](#)

A cloud solution with a pay-per-use model allows the customer to pay only for the resources they consume, such as compute, storage, network, or software services¹.

A cloud solution with a pay-per-use model also enables the customer to scale up or down their resources on-demand, depending on their workload and performance needs¹.

A cloud solution with a pay-per-use model can help the customer reduce their operational expenditures (OPEX) by eliminating the need for upfront capital investments, maintenance costs, and overprovisioning of resources¹.

A hybrid solution, which combines cloud and on-premises resources, may not always reduce the total cost of ownership, as it depends on the workload characteristics, the cloud pricing model, and the integration and management complexity².

A hybrid solution may also have a more complicated expenditure model, as it involves both OPEX and CAPEX, and requires careful planning and optimization of the resource allocation and utilization².

A traditional solution, which relies on on-premises hardware and software, requires a high capital expenditure (CAPEX) to deploy, as well as ongoing maintenance, upgrade, and support costs³. A traditional solution also limits the customer's flexibility and agility, as they have to deal with fixed and finite resources, and longer provisioning and deployment cycles³.

The references are:

1: Cloud Computing Pricing Models 2: Hybrid Cloud Cost Optimization 3: Cloud vs On-Premise Software Comparison

NEW QUESTION: 40

Which statement about the CloudPhysics report above is correct?

- A.** There are 3 ESXi hosts in the cluster.
- B.** There is 27.22TB of storage capacity in the cluster.
- C.** The cluster does not have enough resources for HA to restart all VMs in the event of a host failure.
- D.** Networks indicates the number of vSwitches present in the cluster.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 41

What is a key difference between a public cloud and a private cloud?

- A.** Public clouds are designed for small-scale operations, while private clouds are designed for large-scale operations
- B.** Public clouds are owned by individual companies, while private clouds are owned by the government
- C.** Public clouds are open to the general public, while private clouds are only accessible to specific users
- D.** Public clouds are hosted on-premises, while private clouds are hosted off-premises

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 42

Match each Data Center Bridging (DCB) protocol component with its description.

Answer:

Explanation:

According to the Advanced HPE Edge-to-Cloud Solutions, page 98, the following matches are correct:

Communicates key parameters between DCB-capable devices. = DCBX

Enables control over how much bandwidth can be used over a conventional link. = ETS Helps to ensure that Ethernet can provide the lossless frame delivery of FCoE. = PFC Provides

instructions to CNA about application-to-CoS mapping. = APP DCBX: Data Center Bridging

Exchange Protocol. It is a protocol that enables the exchange of configuration and capability information between DCB-capable devices, such as switches and servers. It allows the devices to negotiate and agree on the parameters for the DCB features, such as ETS, PFC, and APP1.

ETS: Enhanced Transmission Selection. It is a feature that enables the allocation of bandwidth to different traffic classes on a link, based on the priority and the service level agreement. It allows the devices to control how much bandwidth can be used by each traffic class, and to avoid congestion and contention on the link1.

PFC: Priority-based Flow Control. It is a feature that enables the pause and resume of traffic on a link, based on the priority and the buffer availability. It allows the devices to prevent the loss of frames due to buffer overflow, and to ensure the lossless delivery of FCoE traffic, which requires reliable and in-order transmission1.

APP: Application Priority. It is a feature that enables the mapping of applications to traffic classes on a link, based on the priority and the quality of service. It allows the devices to instruct the Converged Network Adapter (CNA) about which traffic class to use for each application, and to optimize the performance and efficiency of the traffic1.

NEW QUESTION: 43

What is the current impact of big data and Hadoop on enterprise data centers?

- A.** Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
- B.** Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.
- C.** Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
- D.** Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 44

When identifying key customer business, technical, and system requirements for an HPE Edge-to-Cloud solution, which of the following is a key activity?

- A.** Avoiding any requirements that are difficult to implement
- B.** Prioritizing requirements based on their potential impact on the solution outcomes
- C.** Documenting every possible requirement, regardless of its relevance to the solution
- D.** Gathering requirements from a single stakeholder to avoid conflicting inputs

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 45

Your customer needs a petabyte scale, geo-dispersed object Storage Platform. Which Alliance solution will meet their requirement?

- A.** HPE Solutions for Scalitv ARTESCA

- B. HPE Solutions for Qumulo
- C. HPE Solutions for Scalitv RING
- D. HPE Solutions for Cohesity

Answer: (SHOW ANSWER)

HPE Solutions for Scalitv RING is a software-defined storage solution that provides cloud storage on-premises with data capacity from terabytes to exabytes in a single name space¹.

HPE Solutions for Scalitv RING supports multiple single- and geo-dispersed data configurations, including erasure coding across sites, which enables high availability and durability of data across different locations¹.

HPE Solutions for Scalitv RING offers a native S3 API and file protocols, such as NFS and SMB, that provide connection to most business applications and cloud-native workloads¹.

HPE Solutions for Scalitv RING also provides built-in ransomware protection, federated data management, and flexible deployment options, such as HPE GreenLake edge-to-cloud platform¹.

HPE Solutions for Scalitv ARTESCA is a lightweight solution optimized for S3 access from cloud-native applications, but it does not support geo-dispersed data configurations or file protocols².

HPE Solutions for Qumulo is a file data platform that provides real-time visibility, scale, and control of data across on-premises and cloud environments, but it does not support object storage or erasure coding across sites³.

HPE Solutions for Cohesity is a data management platform that simplifies backup, recovery, and data protection across hybrid cloud environments, but it does not support petabyte-scale or geo-dispersed object storage⁴.

The references are:

1: HPE Solutions with Scalitv 2: HPE Solutions for Scalitv ARTESCA 3: HPE Solutions for Qumulo 4: HPE Solutions for Cohesity

NEW QUESTION: 46

Your customer has requested a proof of concept.

What should be included in your agreement with the customer? (Choose two.)

- A. production bill of materials
- B. success criteria
- C. estimated timeline
- D. production site survey
- E. 24/7 support

Answer: B,C (LEAVE A REPLY)

A proof of concept (POC) is a demonstration of the feasibility and value of a proposed solution in a real-world scenario. It helps the customer to evaluate the solution before committing to a full-scale deployment. A POC agreement is a document that defines the scope, objectives, roles, responsibilities, and expectations of both parties involved in the POC. According to the HPE Edge-to-Cloud Solutions course¹, a POC agreement should include the following elements:

Success criteria: This is a set of measurable and achievable outcomes that indicate the POC has met the customer's requirements and expectations. It should be aligned with the customer's

business goals and pain points, and reflect the key benefits and differentiators of the solution. For example, the success criteria could be based on performance, scalability, availability, security, cost, or user satisfaction metrics.

Estimated timeline: This is a realistic and agreed-upon schedule for the POC, including the start and end dates, milestones, deliverables, and feedback sessions. It should account for the time needed for planning, preparation, installation, configuration, testing, validation, and evaluation of the solution. It should also specify the duration and terms of the POC, such as the number of users, devices, or data involved, and the ownership and disposition of the equipment and software after the POC.

The other options are not essential for a POC agreement. A production bill of materials is a list of the components and quantities needed for the final deployment of the solution, which is not relevant for a POC. A production site survey is an assessment of the physical and environmental conditions of the customer's site, which may not be necessary for a POC, especially if it is conducted remotely or in a lab. A 24/7 support is a service level agreement that guarantees the availability and responsiveness of the technical support team, which may not be feasible or required for a POC. References:

HPE Edge-to-Cloud Solutions course

HPE Proof of Concept Program

How to Run a Successful Proof of Concept

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NEW QUESTION: 47

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A.** the ability to support virtualized workloads from leading vendors such as VMware
- B.** the ability to independently scale compute and storage resources, and redefine them dynamically
- C.** the ability to integrate IoT devices into the network with minimal security risks
- D.** the ability to dynamically deploy location-based service apps to customer mobile devices

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 48

Your customer would like to transition their bare metal server from a traditional deployment model to an HPE GreenLake Private Cloud Enterprise solution.

Which aspect of the shared responsibility model will be retained by the customer?

- A. OS Vulnerability mitigation.
- B. HPE GreenLake central threat detection.
- C. Firmware management.
- D. Secure supply chain.

Answer: (SHOW ANSWER)

The shared responsibility model for HPE GreenLake services defines the roles and responsibilities of HPE and the customer in ensuring the security and compliance of the cloud infrastructure and data. According to this model, HPE is responsible for providing a secure supply chain, firmware management, and threat detection for the HPE GreenLake Private Cloud Enterprise solution, while the customer is responsible for managing the OS vulnerability mitigation, data protection, identity and access management, and application security. Therefore, the aspect of the shared responsibility model that will be retained by the customer is OS vulnerability mitigation. References: Sharing responsibility for security with HPE GreenLake, Understanding the HPE GreenLake For VMware Cloud Foundation Model, HPE GreenLake Cloud Practitioner Foundations

NEW QUESTION: 49

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

- A. The customer wants to modernize mobile endpoints.
- B. The customer wants to modernize IT operations.
- C. The customer wants to modernize applications.
- D. The customer wants to modernize the data center.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 50

Which components are part of HPE GreenLake Data Protection. (Choose two.)

- A. Application mobility
- B. Disaster recovery
- C. Azure blob backup
- D. CSI plugin
- E. Object gateway

Answer: B,C (LEAVE A REPLY)

HPE GreenLake Data Protection is a cloud service that provides backup and recovery solutions for hybrid cloud environments. It enables customers to protect their data from edge to cloud, with rapid recovery on premises or low-cost archiving in the cloud. It also offers ransomware protection, data mobility, and data analytics capabilities¹.

Two of the components that are part of HPE GreenLake Data Protection are:

Disaster recovery: HPE GreenLake Data Protection offers disaster recovery as a service (DRaaS) based on Zerto, a leading platform for cloud data management and protection². DRaaS enables

customers to replicate and recover their data and applications across different sites, regions, or clouds in minutes, with minimal data loss and downtime. DRaaS also provides orchestration, automation, and testing tools to simplify and streamline the disaster recovery process².

Azure blob backup: HPE GreenLake Data Protection supports Azure blob backup, which allows customers to backup their data to Azure Blob Storage, a scalable and cost-effective cloud storage service³. Azure blob backup can be used for long-term retention, compliance, or archival purposes, as well as for restoring data to Azure or on-premises environments. Azure blob backup also leverages deduplication, compression, and encryption technologies to optimize the backup performance and security³.

The other options, such as application mobility, CSI plugin, and object gateway, are not components of HPE GreenLake Data Protection. Application mobility is a feature of Zerto that enables customers to migrate their applications across different platforms, such as VMware, Hyper-V, AWS, Azure, or Google Cloud, without disruption or data loss⁴. CSI plugin is a container storage interface plugin that enables customers to provision and manage persistent storage for their containerized applications using HPE storage solutions. Object gateway is a component of HPE Ezmeral Data Fabric, a data platform that provides a unified and secure data layer for analytics, AI, and cloud-native applications.

References:

- 1: HPE GreenLake for Data Protection
- 2: HPE GreenLake for Disaster Recovery
- 3: HPE StoreOnce Cloud Bank Storage
- 4: Zerto Application Mobility
- 5: [HPE CSI Driver for Kubernetes]
- 6: [HPE Ezmeral Data Fabric]

NEW QUESTION: 51

A customer is looking for a Storage solution that meets their requirement of a 3-2-1 data protection architecture. They are already using Veeam to protect their workloads.

Which HPE solution should you propose to address this requirement?

- A.** HPE GreenLake Central
- B.** HPE Data Services Cloud Console
- C.** HPE Alletra Peer Persistence
- D.** HPE Cloud Volumes Backup

Answer: D (LEAVE A REPLY)

HPE Cloud Volumes Backup is a cloud-native backup storage target that enables customers to seamlessly back up data from their on-premises arrays to the cloud, without changing their existing data protection workflows.

HPE Cloud Volumes Backup supports various backup applications, including Veeam, and integrates with them through a secure client that runs on the customer's premises. HPE Cloud Volumes Backup can help customers meet the 3-2-1 data protection architecture, which recommends having at least three copies of data, on two different media, with one copy off-site.

By using HPE Cloud Volumes Backup, customers can have an off-site copy of their data in the cloud, which can be easily restored to their on-premises storage or to HPE Cloud Volumes Block, a cloud-native block storage service. HPE Cloud Volumes Backup offers flexible and predictable pay-per-use pricing, as well as security, scalability, and simplicity features. References:

<https://www.hpe.com/us/en/what-is/cloud-server-backups.html>

<https://buy.hpe.com/us/en/enterprise-solutions/cloud-solutions/storage-cloud-saas-solutions/storage-cloud-saas-s>

NEW QUESTION: 52

Which of the following is necessary when selecting the appropriate HPE and 3rd party products and services for a traditional solution?

- A. Documenting customer intent
- B. Designing the solution based on customer requirements
- C. Validating the customer requirements
- D. Architecting the solution

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 53

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- B. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 54

What is the appropriate use case for a cloud solution?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 55

Which traditional use cases can be handled by HPE GreenLake for Block? (Choose two.)

- A. Containerized AI workload utilizing Microsoft Azure and an Apollo 4000.
- B. Highly secure, air-gapped NFS share from an MSA 2062.
- C. Collocated VMFS datastore mounted from an Alletra 9080 and protected by Zerto.
- D. Mainframe volumes provided by HPE XP8 storage.

E. On-premises mission critical Oracle database backed by an Alletra 6050.

Answer: ([SHOW ANSWER](#))

HPE GreenLake for Block Storage can handle traditional use cases that require high-performance, reliable, and scalable block storage for mission-critical applications. According to the HPE GreenLake for Block Storage planning overview¹, some of the use cases that can be supported by HPE GreenLake for Block Storage are:

Collocated VMFS datastore mounted from an Alletra 9080 and protected by Zerto: This use case involves running virtual machines (VMs) on a VMware vSphere cluster that uses a VMFS datastore hosted on an HPE Alletra 9080 system. The VMFS datastore provides fast and consistent access to the VMs' data, while the HPE Alletra 9080 system delivers extreme performance, availability, and efficiency for the block storage. The VMs' data is also protected by Zerto, a software solution that provides continuous data protection, disaster recovery, and backup for virtualized environments. Zerto replicates the data from the HPE Alletra 9080 system to another site or cloud, ensuring business continuity and data integrity in case of any failure or outage.

On-premises mission critical Oracle database backed by an Alletra 6050: This use case involves running an Oracle database on a physical server that uses an HPE Alletra 6050 system as the block storage. The Oracle database supports mission-critical workloads that require high performance, availability, and security. The HPE Alletra 6050 system provides enterprise-grade block storage that delivers consistent low latency, high throughput, and high IOPS for the database. The HPE Alletra 6050 system also supports data services such as snapshots, clones, encryption, and replication for the database, enhancing its functionality and protection.

The other options are not traditional use cases that can be handled by HPE GreenLake for Block Storage. A containerized AI workload utilizing Microsoft Azure and an Apollo 4000 is a hybrid cloud use case that involves running AI applications on containers that use an HPE Apollo 4000 system as the storage. The HPE Apollo 4000 system is a big data and analytics platform that provides high-density, scalable, and cost-effective storage for large data sets. The containers are deployed on Microsoft Azure, a public cloud service that provides compute, storage, and networking resources for cloud applications. This use case is not supported by HPE GreenLake for Block Storage, as it does not involve block storage or HPE Alletra systems. A highly secure, air-gapped NFS share from an MSA 2062 is a file storage use case that involves creating an NFS share on an HPE MSA 2062 system that is isolated from the internet and other networks. The HPE MSA 2062 system is an entry-level storage system that provides affordable and flexible storage for small and medium businesses. The NFS share provides file access to the data stored on the HPE MSA 2062 system, while the air-gap provides security and protection from external threats. This use case is not supported by HPE GreenLake for Block Storage, as it does not involve block storage or HPE Alletra systems. A mainframe volumes provided by HPE XP8 storage is a mainframe storage use case that involves providing block storage for mainframe systems using an HPE XP8 system. The HPE XP8 system is a high-end storage system that provides extreme performance, availability, and scalability for mainframe and open systems. The HPE XP8 system supports mainframe volumes such as FICON, CKD, and ECKD, as well as

open system volumes such as FC, iSCSI, and NVMe. This use case is not supported by HPE GreenLake for Block Storage, as it does not involve HPE Alletra systems. References:

HPE GreenLake for Block Storage

HPE GreenLake for Block Storage planning overview

HPE Alletra 9000 and 6000 systems

Zerto

HPE Apollo 4000 systems

[HPE MSA 2062 storage]

[HPE XP8 storage]

NEW QUESTION: 56

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

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 57

Which customer would be a good candidate for HPE Flexible Capacity?

- A. a small company that wants to move from a small on-premises network to public cloud
- B. a company that recently updated their data center and anticipates no further updates for at least a year
- C. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- D. a company that is purchasing some services in public cloud but is concerned about public cloud security

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 58

Which HPE acquisition provides solutions that help customers secure their IoT devices?

- A. SimpliVity
- B. Cloud Cruiser
- C. Niara
- D. SGI

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

Which of the following is a key activity when analyzing customer business and technical requirements for an HPE Edge-to-Cloud solution?

- A. Documenting every possible requirement, regardless of its relevance to the solution

- B. Identifying the solution architecture before gathering requirements
- C. Prioritizing requirements based on their potential impact on the solution outcomes
- D. Avoiding any customization to minimize complexity

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 60

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for faster insights from data
- D. the need for data virtualization in the cloud

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 61

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: ([SHOW ANSWER](#))

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 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. References: <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%2>

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NEW QUESTION: 62

Your customer needs the smallest physical footprint for their S3 bucket storage requirement. Which HPE alliance platform should you recommend?

- A. HPE Solutions for Scality Ring
- B. HPE Solutions for Qumulo
- C. HPE Solutions for Cohesity
- D. HPE Solutions for Scality Artesca

Answer: D (LEAVE A REPLY)

HPE Solutions for Scality Artesca is a lightweight, cloud-native object storage platform that supports S3 bucket storage for modern applications. It is designed to run on Kubernetes and bare metal servers, and can be deployed on a single node or scaled out to petabytes. It offers high performance, durability, and federated data management across edge, core, and cloud environments. It also has a low total cost of ownership and a flexible consumption model with HPE GreenLake. Compared to the other options, HPE Solutions for Scality Artesca has the smallest physical footprint and the most portability and scalability for S3 bucket storage requirements.

References:

HPE Object Based Storage for Scality Solutions

HPE and Scality ARTESCA deliver best edge-to-cloud-to-core data management experience for AI/ML HPE Solutions with Scality Scality and Hewlett Packard Enterprise unveil ARTESCA: lightweight, true enterprise-grade, cloud-native object storage software for Kubernetes Scality and HPE Launch Object Storage Software for Kubernetes

NEW QUESTION: 63

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

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

Answer: (SHOW ANSWER)

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: 64

You are meeting with a hybrid IT prospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

- A.** The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.
- B.** The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.
- C.** The customer has already allocated a significant portion of their IT budget to a competing solution.
- D.** The customer wants to shift from a CAPEX model to an OPEX model.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 65

Your customer is considering a new HPE Alletra 9060 to service their mission critical database workloads.

Their CFO is concerned with the cost of the unused excess storage capacity that will service unforeseen future growth.

What business values does HPE GreenLake for Block Storage provide that could alleviate this concern?

- A.** It offers CapEx purchases so the client can depreciate the storage assets.
- B.** It sets the minimum capacity commitment level to the required capacity.
- C.** It provides storage capacity on an as-needed basis at a predetermined cost per GB.
- D.** It provides a fixed monthly cost, regardless of the storage consumption.

Answer: C ([LEAVE A REPLY](#))

HPE GreenLake for Block Storage is a storage-as-a-service solution that delivers a cloud operational experience for mission-critical applications. It enables customers to consume enterprise-grade block storage on demand, with a pay-per-use model that aligns costs with usage. This way, customers can avoid overprovisioning and paying for excess capacity that they may not need in the near future. Instead, they can scale up or down as their needs change, and pay only for what they use at a predetermined cost per GB. This provides better economics and

flexibility for customers who want to optimize their storage spending and improve their liquidity¹²³. References:

HPE GreenLake for Block Storage

HPE GreenLake for Storage - Storage Management Services

HPE adds block storage to GreenLake

NEW QUESTION: 66

Your customer needs a compute solution. Their aging data center can only supply 5kW per rack, which is below the 15kW required for your planned solution.

Which change could you recommend to satisfy the requirement while maintaining the planned solution's level of performance? (Choose two.)

- A. Design the solution with non-redundant power supplies.
- B. Use BMC tools to cap the power consumption of each server at 33%.
- C. Spread the infrastructure across additional racks.
- D. Host the compute solution with a colocation provider.
- E. Convert the solution to HPE GreenLake pay-per-use.

Answer: (SHOW ANSWER)

Spreading the infrastructure across additional racks can help reduce the power density per rack and avoid exceeding the 5kW limit of the customer's data center. This option may require more space and cabling, but it can preserve the performance and availability of the planned solution. Hosting the compute solution with a colocation provider can also help overcome the power constraint of the customer's data center, as well as provide other benefits such as scalability, security, and connectivity. This option may incur additional costs and complexity, but it can also enable the customer to access cloud services and hybrid solutions more easily.

Both options are compatible with HPE GreenLake pay-per-use model, which can help the customer optimize their IT spending and consumption. References:

<https://www.hpe.com/psnow/doc/a00107143enw>

<https://www.hpe.com/us/en/newsroom/press-release/2017/11/hpe-expands-pay-per-use-it-to-key-business-worklo>

<https://www.globenewswire.com/news-release/2017/11/27/1206269/0/en/HPE-Expands-Pay-Per-Use-IT-to-Key->

<https://www.data3.com/knowledge-centre/blog/hpe-greenlake-use-cases-making-sense-of-economical-and-opera>

NEW QUESTION: 67

When gathering and analyzing customer business and technical requirements for an HPE Edge-to-Cloud solution, which of the following is a key consideration?

- A. Determining the budget for the project before assessing requirements
- B. Identifying the stakeholders and their specific needs and concerns
- C. Avoiding any customization to minimize complexity
- D. Ensuring that the solution is compatible with the latest technology trends

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 68

Which components can be part of HPE's disaggregated hyperconverged infrastructure (dHCI)?
(Choose three.)

- A. HPE B-series switches
- B. HPE Alletra 6000 array with FC HBAs
- C. HPE ProLiant DX
- D. HPE Alletra 6000 array with iSCSI HBAs
- E. HPE Aruba switches
- F. HPE ProLiant DL

Answer: ([SHOW ANSWER](#))

HPE's disaggregated hyperconverged infrastructure (dHCI) is a solution that combines the simplicity and ease-of-use of HCI with the flexibility and scalability of disaggregated architecture. It consists of three main components: compute nodes, storage nodes, and networking. The compute nodes are HPE ProLiant servers that run the applications and virtual machines. The storage nodes are HPE Alletra 6000 arrays that provide storage capacity and data services. The networking is the fabric that connects the compute and storage nodes, providing high-speed data transfer and management.

The HPE Alletra 6000 arrays can be connected to the compute nodes using either iSCSI or FC protocols, depending on the customer's preference and existing infrastructure. Therefore, both D and B are valid options for the storage nodes. However, the question asks for three components, so only one of them can be chosen.

Since the question does not specify the protocol, we can assume that either one is acceptable. For simplicity, we choose D as the answer.

The HPE ProLiant servers can be either rack-mounted or blade servers, depending on the customer's needs and space constraints. Therefore, both F and C are valid options for the compute nodes. However, the question asks for three components, so only one of them can be chosen. Since the question does not specify the form factor, we can assume that either one is acceptable. For simplicity, we choose F as the answer.

The networking component can be any of the approved options for storage switches, including HPE Aruba, Cisco, Mellanox, and others. Therefore, E is a valid option for the networking component. A is not a valid option, because HPE B-series switches are not compatible with HPE Alletra 6000 arrays.

Therefore, the correct answer is D, E, F. References:

Alletra Disaggregated HCI (dHCI) | HPE

What is disaggregated HCI (dHCI)? | Glossary | HPE

Advantages of HPE's dHCI Architecture - WWT

HPE Alletra dHCI Overview - Hewlett Packard Enterprise

NEW QUESTION: 69

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

- A. They are waiting to see if their competitors are successful in implementing it.
- B. They are committed to it and have formed dedicated digital transformation teams.
- C. They have completed their digital transformation products and are turning their attention to the next trend.
- D. They are skeptical that it will provide a return on investment.

Answer: B (LEAVE A REPLY)

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