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HPE Edge-to-Cloud Fundamentals



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Question: 1

A customer moving to a private cloud asks what its own IT function will still be responsible for once teams can serve themselves.

What should the architect tell them?

- A. The environment itself — its capacity, its policies and its continued operation.
- B. Only the hardware itself, on the basis that the software side now looks after itself.
- C. Nothing further, once the environment has been commissioned and handed over.
- D. Approving the requests that teams submit through the self-service mechanism.

Answer: A

Question: 2

What must be available before a solution review can be conducted properly?

- A. The timescale within which the solution must be delivered.
- B. The cost of each component included in the design.
- C. The names of the people who produced the design.
- D. The requirements the solution was designed to meet.

Answer: D

Question: 3

A start-up expects its user numbers to grow substantially over two years but cannot say how quickly. It has limited capital, a small engineering team that would rather build product than run infrastructure, and no regulatory constraint on where its data sits.

Which characteristics should the positioned offering demonstrate?

(Choose two.)

- A. The environment is dedicated to the start-up, so no other tenant can affect it.
- B. Capacity is reserved ahead of the user numbers the start-up expects, so nothing is ever held up.
- C. Day-to-day upkeep demands very few staff hours.
- D. The engineering team can move the product elsewhere within two years without penalty.
- E. Supply expands as the load actually rises.

Answer: C,E

Question: 4

Why does consistent Edge-to-Cloud management matter particularly to a customer with a small operations team?

- A. Because a small team cannot be available outside normal working hours.
- B. Because a small team cannot maintain separate tooling, or expertise, per location.
- C. Because small teams are more likely to make configuration errors than large ones.
- D. Because consistency removes the need to understand, or track, the workloads.

Answer: B

Question: 5

A customer says its problem with the current arrangement is not the amount it spends but the way the spending arrives.

What is it describing?

- A. The shape of the cost over time, rather than its total.
- B. The difference between what was budgeted and what was actually spent.
- C. The proportion of spend going to services, rather than to equipment.
- D. What the whole thing costs to own, once the day to day effort is counted in.

Answer: A

Question: 6

A customer's private cloud has run to the same request policy since it was commissioned two years ago, and teams increasingly ask for things it does not cover.

What does this indicate?

- A. Exceptions should be granted case by case as the requests arrive.
- B. Teams are asking for things they do not need, and should be redirected.
- C. The policy needs revisiting, since what teams need has moved and it has not.
- D. The environment should be expanded so that more requests can be satisfied.

Answer: C

Question: 7

An expansion would add a demanding new workload to a customer's existing solution, which currently runs with modest headroom and supports a business-critical process.
What must the proposal address that a new-build proposal would not?

- A. The total cost of the additional capacity over the life of the solution.
- B. The effect on what is already running.
- C. Whether the new workload is a good technical fit for the offering being extended.
- D. Training for the customer's own team.

Answer: B

Question: 8

A customer's estate has grown by acquisition and now contains several overlapping arrangements doing similar things, drawn from different suppliers across the partner ecosystem.
What should shape how new workload offerings are positioned into it?

- A. Which of the existing arrangements the customer intends to keep as it consolidates.
- B. Which of the existing arrangements was acquired most recently.
- C. Which of the existing arrangements has the lowest running cost per unit.
- D. Which of the existing arrangements currently carries the largest workload.

Answer: A

Question: 9

An architect has positioned an offering and the customer asks why an apparently cheaper alternative was not proposed.
What makes the strongest answer?

- A. The stronger track record the proposed offering has with other customers.
- B. The support arrangements that accompany the proposed offering.
- C. The greater capability the proposed offering provides overall.
- D. The requirement the cheaper alternative fails to meet.

Answer: D

Question: 10

Reviewing a design, an architect concludes it meets every stated requirement, but that one requirement appears to rest on a misunderstanding that will cost the customer significantly.

What should the review do?

- A. Record the design as deficient, since it will cost the customer more than necessary.
- B. Leave the requirement alone, since reviewing the brief, or amending it, is out of scope.
- C. Record that the design conforms, and raise the requirement separately as a question.
- D. Revise the requirement and re-review the design against the corrected version.

Answer: C

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