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NEW QUESTION: 1
A proposed HPE Alletra Storage MP B10000 addresses your customer's needs for primary storage for their virtualized workloads. The customer is now requesting a revised proposal that includes a backup environment.
Their requirements for a backup environment include protection against ransomware and the ability to quickly spin up test and development environments that are seconds behind their production environment.
Which solution addresses these new requirements from your customer?
A. Commvault
B. Veeam
C. Zerto
D. SimpliVity
Answer: (SHOW ANSWER)
Zerto provides continuous data protection (CDP) with near-zero recovery point objectives, enabling rapid recovery from ransomware attacks and instant creation of test and development environments that are seconds behind production. It integrates seamlessly with HPE storage solutions, fulfilling both resilience and agility requirements.

NEW QUESTION: 2
You need to monitor a VMware infrastructure's CPU, memory, storage, bandwidth, and cache behavior in 20-second intervals. Which tool captures all these metrics?
A. HPE InfoSight
B. HPE Assessment Foundry
C. HPE NinjaSTARS
D. HPE CloudPhysics
Answer: (SHOW ANSWER)
HPE CloudPhysics captures detailed VMware infrastructure metrics at short intervals, including CPU, memory, storage, bandwidth, and cache behavior, to support workload analysis and assessment.

NEW QUESTION: 3

You are presenting a new HPE SimpliVity solution to a potential customer. They want to see the easy management and integration into other HPE management options.
Which tool can you or your customer use?
A. HPE SAN Desing Reference Guide
B. HPE Demonstration Portal
C. HPE Product Bulletin
D. HPE Assessment Foundry
Answer: (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.

NEW QUESTION: 4
Your customer wants to renew their outdated VMware-based virtualization environment.
You have analyzed their environment and interviewed key stakeholders. Based on your findings you have designed a new solution which you will present to the customer.
What should be part of your presentation to the CFO?
A. Completed HPE Smart CID document
B. Report from HPE Cloud Physics
C. Output from HPE TCO and ROI calculators
D. Detailed Bill of Material (BOM) for all solution components
Answer: (SHOW ANSWER)
Presenting the HPE Total Cost of Ownership (TCO) and Return on Investment (ROI) analysis to the CFO focuses on the financial benefits of the proposed solution, demonstrating cost savings, investment efficiency, and long-term value, which are the CFO's primary concerns.

NEW QUESTION: 5
Your customer needs to deploy compute infrastructure in a harsh environment with inlet temperatures exceeding ASHRAE Class4, up to 55 degrees C.
Which HPE compute offering should you recommend?
A. HPE Apollo 6500 Gen10 Plus
B. HPE ProLiant DL380 Den10 Plus
C. HPE Edgeline 8000
D. HPE ProLiant DL380 Gen10 Plus Carrier Grade
Answer: (SHOW ANSWER)
HPE Edgeline 8000 is a ruggedized and modular edge system that delivers high performance, availability, and scalability for compute-intensive workloads in harsh environments. HPE Edgeline
8000 supports up to 16 blades with Intel Xeon Scalable processors, up to 1.5TB of memory per blade, and up to 48TB of storage per system. HPE Edgeline 8000 also offers integrated networking, security, and management features, as well as optional GPU and FPGA acceleration.
HPE Edgeline 8000 can operate in temperatures ranging from -10°C to 55°C, exceeding the ASHRAE Class4 standard.

NEW QUESTION: 6
What does a Reference Architecture (RA) provide that a Reference Configuration (RC) does not?
A. Performance configuration adjustments
B. Overview of the business problem being solved
C. Best practices guidelines
D. Hardware bill of materials guidance
Answer: (SHOW ANSWER)
A Reference Architecture (RA) provides a high-level conceptual framework that explains the business problem being addressed and the overall solution approach. In contrast, a Reference Configuration (RC) focuses on specific implementation details like hardware components and configuration parameters.

NEW QUESTION: 7
What is one benefit of HPE SSET?
A. HPE SSET is web-based and can be accessed over the network from a supported web browser.
B. It helps you identify which customers will be good candidates for HPE GreenLake.
C. It helps you to quickly set up meetings with HPE GreenLake and HPE Financial Services personnel.
D. HPE SSET is a Windows-based application that does not require internet connectivity.
Answer: (SHOW ANSWER)
The HPE Solution Sales Enablement Tool (SSET) is a web-based platform that allows users to design, configure, and validate HPE GreenLake and infrastructure solutions directly from a supported browser without requiring local installation.

NEW QUESTION: 8
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. HPEAIletra 9060
B. HPE Nimble AF20
C. HPE MSA 2062
D. HPE Alletra 6030
Answer: (SHOW ANSWER)
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.

NEW QUESTION: 9
Which of the following workload services are offered as part of HPE GreenLake Private Cloud Enterprise? (Choose two.)
A. Microsoft Azure Stack HCI
B. Microsoft Hyper-V virtual machines
C. VMware ESXi virtual machines
D. Google Distributed Cloud Hosted
E. serverless functions

F. Bare Metal servers
Answer: (SHOW ANSWER)
HPE GreenLake Private Cloud Enterprise is a fully managed cloud service that delivers a unified self- service infrastructure provisioning experience to IT and application administrators and developers. It supports the deployment of bare metal, containers, and virtual machines workloads across datacenters, colocation facilities, or edge locations. It also provides a consistent cloud experience across any application or workload, whether traditional or cloud-native.
One of the workload services offered as part of HPE GreenLake Private Cloud Enterprise is VMware ESXi virtual machines. VMware ESXi is a hypervisor that enables the creation and management of virtual machines on a physical server. VMware ESXi virtual machines can run various operating systems and applications, and can be migrated, cloned, or backed up using VMware tools. HPE GreenLake Private Cloud Enterprise integrates with VMware vCenter Server to provide a seamless user interface for provisioning and managing VMware ESXi virtual machines. Users can also leverage VMware vRealize Automation and vRealize Operations for advanced automation and orchestration capabilities.
Another workload service offered as part of HPE GreenLake Private Cloud Enterprise is Bare Metal servers. Bare Metal servers are physical servers that are dedicated to a single tenant and do not run any hypervisor or virtualization layer. Bare Metal servers can offer higher performance, security, and customization than virtual machines, as they eliminate the overhead and complexity of virtualization. HPE GreenLake Private Cloud Enterprise enables users to provision and manage Bare Metal servers using a self-service portal or an API. Users can also choose from various server models, configurations, and operating systems to suit their workload needs.

NEW QUESTION: 10
Your customer needs assistance updating their virtual desktop infrastructure (VDI) with a modern solution that will grow with their needs and free up their IT staff to focus on value-added activities. Which benefit would the customer receive by choosing HPE GreenLake for VDI?
Freecram.net
A. Order prioritization with guaranteed delivery and provisioning of new capacity in seven days or fewer
B. Offloads the monitoring and management responsibilities with HPE GreenLake management services
C. Cost savings with an operating model that supports sharing resources with other tenants
D. Time savings with a fully-managed VDI solution hosted in their choice of AWS or Azure
Answer: (SHOW ANSWER)
HPE GreenLake for VDI delivers an on-premises, as-a-service model that includes HPE- managed monitoring and operations, allowing IT teams to focus on strategic initiatives rather than daily infrastructure management. This directly addresses the customer's need to reduce administrative burden while maintaining scalability.

NEW QUESTION: 11
When would a customer choose a traditional solution over a cloud solution?
A. The customer prefers to buy and then depreciate the infrastructure, software, and licenses over time.
B. The customer wants to pay for storage space as it is utilized.
C. The customer is risk averse and needs to provision as they grow.
D. The customer prefers to implement a mission critical environment that can be maintained easily from anywhere.
Answer: (SHOW ANSWER)
A traditional solution allows the customer to purchase infrastructure outright and depreciate it over time, which aligns with financial and tax considerations compared to pay-as-you-go cloud models.

NEW QUESTION: 12
You are recommending HPE GreenLake Data Services Cloud Console to your customer.

What resource can you use to provide a live walk through of the solution?
A. HPE Demonstration Portal
B. HPE Assessment Foundry
C. HPE Proposal Web
D. HPE InfoSight
Answer: (SHOW ANSWER)
The HPE Demonstration Portal is a web-based platform that provides access to live and simulated demonstrations of HPE solutions, products, and services.
The HPE Demonstration Portal allows you to search, schedule, and launch demonstrations of various HPE offerings, including HPE GreenLake Data Services Cloud Console.
The HPE Demonstration Portal also provides resources such as scripts, videos, and guides to help you prepare and deliver effective demonstrations to your customers.
The HPE GreenLake Data Services Cloud Console is a cloud-based platform that enables you to manage and operate your storage infrastructure and data services from edge to cloud.
The HPE GreenLake Data Services Cloud Console provides a unified and simplified user experience, cloud operational agility, and data management across clouds.
The HPE GreenLake Data Services Cloud Console supports HPE Alletra, HPE Primera, HPE Nimble Storage, and HPE Cloud Volumes.

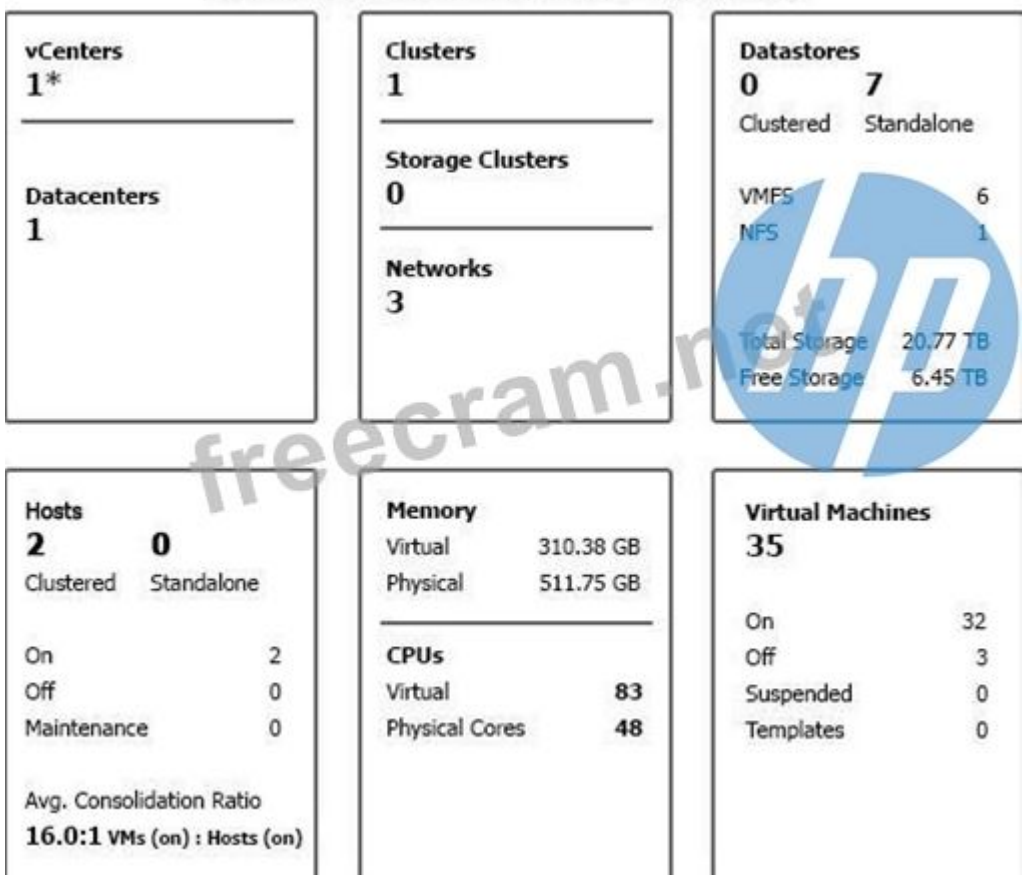
NEW QUESTION: 13
Your customer has the following concerns about your dHCI proposal:
The extended lead times for some parts of the solution do not meet their Project timelines.
They do not have sufficient IT resources to deploy a new solution.
They are struggling with the initial cost outlay.
Which solution addresses all three of their concerns?
A. Use the HPE TCO and ROI calculator to develop a compelling business case that highlights the value proposition as well as essential financial metrics that are important to the customers.
B. Use the HPE Assessment Foundry to find ways to lower the amount of storage needed. Use the results of the reports to use cheaper drives in the storage array. Also HPE Pointnext services for installation.
C. Rebuild the solution in OCA, and look for opportunities in the tool to replace long lead time components with similar components that have shorter lead times. Also with your sales team to revise the cost of the solution to meet customer needs.
D. Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly.
Answer: (SHOW ANSWER)
The solution that addresses all three of the customer's concerns is D. Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly. This is because HPE GreenLake is a cloud service that delivers on-premises or edge solutions with a pay-per-use pricing model, flexible capacity, and fully managed services. HPE GreenLake offers the following benefits for the customer:
It reduces the lead time for the solution delivery, as HPE GreenLake can provide ready-to-ship solutions in 14 days or less, depending on the availability and complexity of the solution.
It lowers the IT resources required to deploy and manage the solution, as HPE GreenLake provides end-to-end services, including installation, configuration, monitoring, backup, patching, and tuning of the solution, freeing up the customer's IT staff to focus on value-added activities.

It alleviates the initial cost outlay, as HPE GreenLake charges the customer only for the actual usage of the solution, avoiding upfront capital expenses and overprovisioning or underutilization of resources.

NEW QUESTION: 14
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: (SHOW ANSWER)
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.

NEW QUESTION: 15
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: (SHOW ANSWER)
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 liquidity.

NEW QUESTION: 16
Which statement about the CloudPhysics report above is correct?



A. There is 27.22TB of storage capacity in the cluster.
B. Networks indicates the number of vSwitches present 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. There are 3 ESXi hosts in the cluster.
Answer: (SHOW ANSWER)

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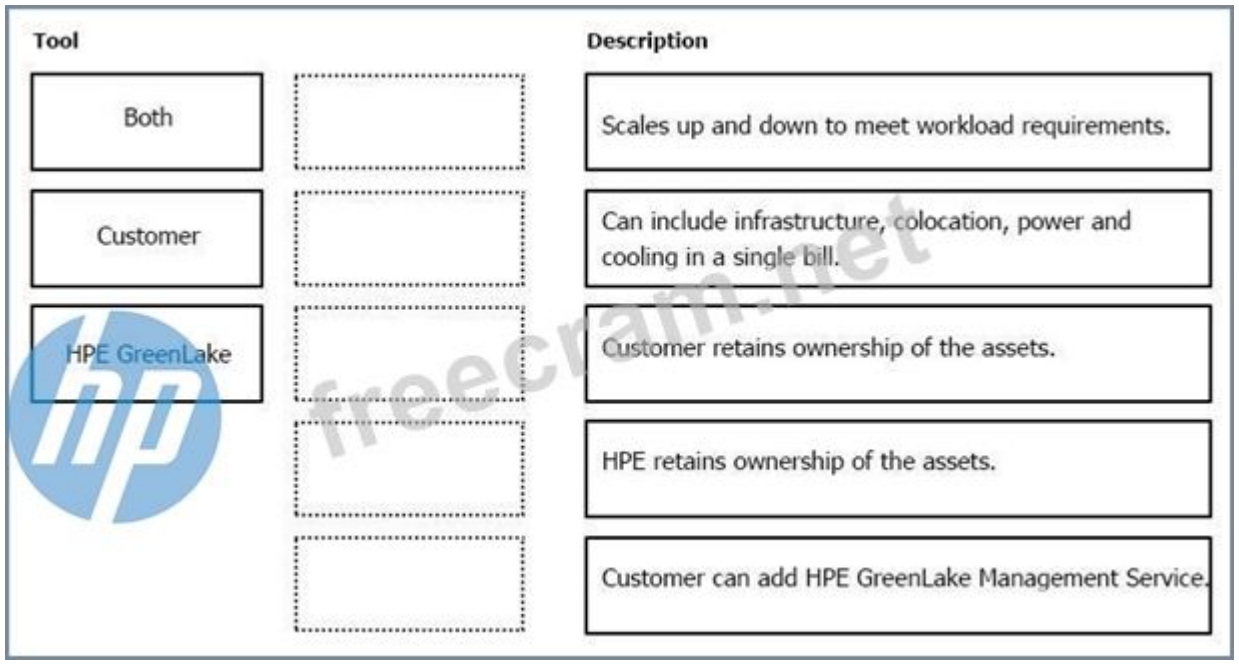
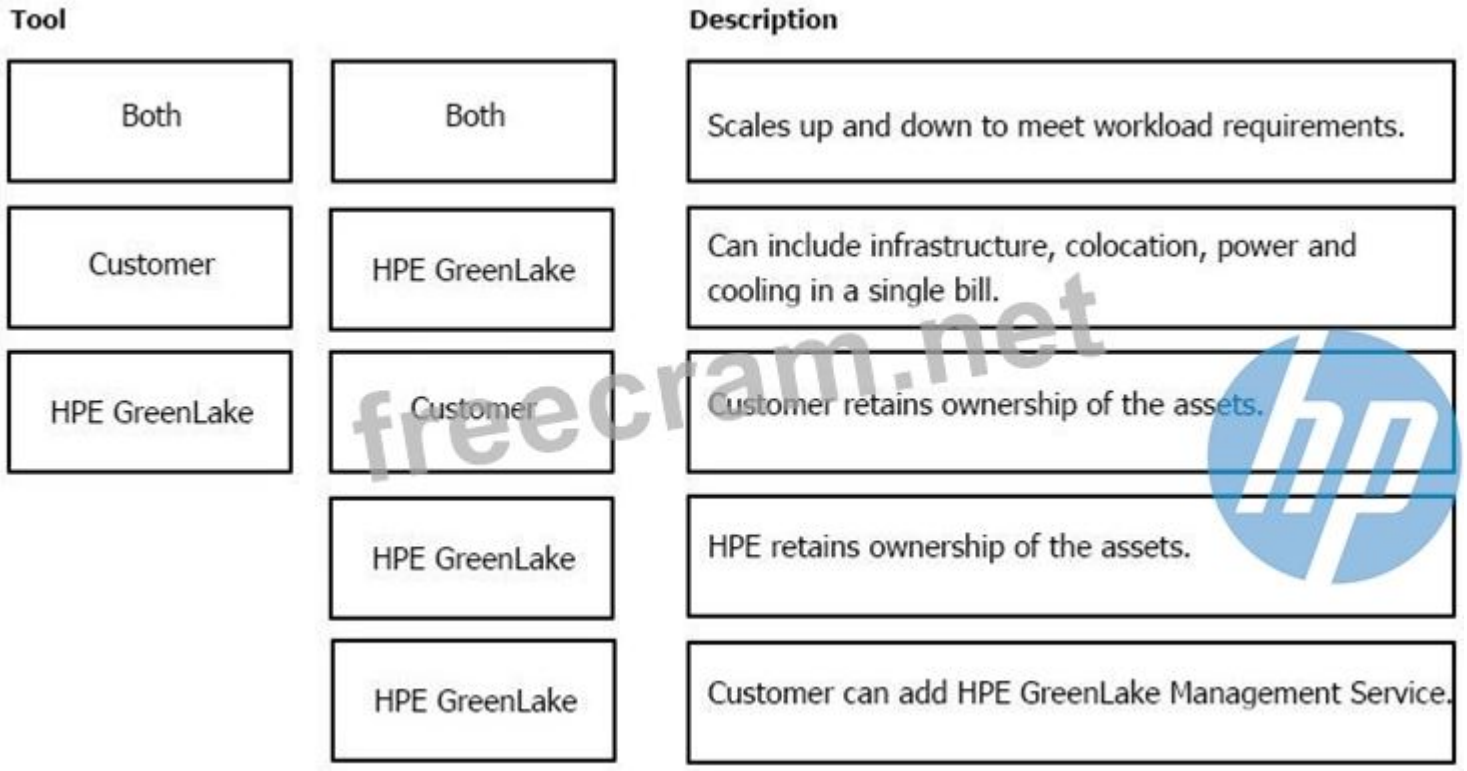
NEW QUESTION: 17
Drag and Drop Question
Match the tool with its description.



Answer:



NEW QUESTION: 18

Your customer is acquiring a new HPE Alletra 9000 Fibre Channel array and wishes to utilize it with their existing Fibre Channel switches.

Which resource should you use to determine whether the switches are compatible?

A. HPE SPOCK

B. HPE InfoSight

C. HPE One Config Advanced

D. HPE CloudPhysics

Answer: (SHOW ANSWER)

HPE SPOCK (Storage Product Compatibility) is a tool that provides the latest compatibility information for HPE storage products across the entire HPE portfolio. You can use HPE SPOCK to determine whether the existing Fibre Channel switches are compatible with the new HPE Alletra 9000 Fibre Channel array by selecting the product family, model, and firmware version of the switches and the array. HPE SPOCK will display the compatibility status, any notes or limitations, and the recommended configuration settings for the switches and the array. HPE SPOCK can help you ensure a smooth and successful deployment of the HPE Alletra 9000 Fibre Channel array with the existing Fibre Channel switches.

NEW QUESTION: 19
What differentiated business value does HPE GreenLake provide to a customer that a traditional capital outlay purchasing model does not?
A. Eliminate recurring costs
B. Reduce accounts payable balance
C. Improve liquidity
D. Increased overprovisioning
Answer: (SHOW ANSWER)
HPE GreenLake is a pay-per-use IT model that delivers on-demand capacity and planning, combining the agility and economics of public cloud with the security and performance of on- premises IT. It helps customers improve their liquidity by avoiding large upfront capital expenditures and paying only for what they use. This frees up cash flow and enables them to invest in other strategic initiatives. According to an IDC study, customers using HPE GreenLake Management Services reported a 27% lower three-year cost of operations and a 287% five-year return on investment.

NEW QUESTION: 20
Your customer would like to add a backup component to the HPE GreenLake solution that you are preparing for them. Their main requirements are performance-optimized backups, ransomware protection, and operational simplicity. What backup component should you add to their solution?
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A. Commvault
B. HPE SimpliVity
C. HPE Cloud Bank Storage
D. Zerto
Answer: (SHOW ANSWER)
HPE Cloud Bank Storage integrates with HPE GreenLake to provide efficient, ransomware- protected, and simplified backup storage, optimizing performance and operational management.

NEW QUESTION: 21
What is the main benefit of integrating HPE Edge and HPE GreenLake in an edge-to-cloud solution?
A. Simplified edge device management
B. Seamless data movement between edge, on-premises, and cloud environments
C. Improved network performance for cloud workloads
D. Centralized security for edge devices
Answer: (SHOW ANSWER)
The integration of HPE Edge and HPE GreenLake allows seamless data movement and processing across edge, on-premises, and cloud environments, enabling businesses to better manage workloads and data in real time.

NEW QUESTION: 22

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 MSA 2072
B. HPE Alletra Storage MP B10000
C. HPE Alletra Storage 4110
D. HPE Alletra Storage MP X10000
Answer: (SHOW ANSWER)
The HPE MSA 2072 is a cost-effective, departmental-level storage array that supports 12Gbps SAS direct connectivity, making it ideal for small or remote offices with limited networking infrastructure. It delivers the performance and simplicity needed for VDI workloads without requiring a SAN or high-end network setup.

NEW QUESTION: 23
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: (SHOW ANSWER)
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: 24
Your client recently recovered from a ransomware attack and is now reviewing their SLAs around data protection and availability of their 8TB mission critical database that is virtualized. Which solution would meet their new requirements for an RTO of 15 minutes and an RPO of 15 seconds?
A. HPE Zerto with CDP
B. HPE Alletra Storage MP B10000 with RCFC
C. HPE StoreOnce Catalyst
D. Commvault Backup and Recovery
Answer: (SHOW ANSWER)
HPE Zerto with Continuous Data Protection (CDP) provides RPOs measured in seconds and RTOs within minutes, making it ideal for mission-critical workloads requiring near-continuous replication and rapid recovery after ransomware or disaster events. It ensures minimal data loss and fast service restoration for virtualized databases.

NEW QUESTION: 25
Which HPE product is designed to provide hybrid cloud capabilities that extend from edge to cloud?
A. HPE SimpliVity

B. HPE Aruba Networks
C. HPE GreenLake
D. HPE Nimble Storage
Answer: (SHOW ANSWER)
HPE GreenLake is a hybrid cloud platform designed to provide cloud services on-premises, giving organizations flexibility and scalability across edge-to-cloud environments.

NEW QUESTION: 26
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 mitiqation.
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.

NEW QUESTION: 27
You need to collect key performance indicators from an aging Pure Storage array that your customer would like to replace with HPE Alletra Storage MP B10000.
However, the customer will not allow you to install a collector in their environment for an extended period of time.
Which key information should you share to help address their concern?
A. SAF Collector completes data collection in as few as 14 days
B. SAF Collector completes data collection in a single visit
C. SAF Collector can run in fast mode, but data collected will not be as granular
D. SAF Collector only requires a small subset of tasks to run for an extended period of time
Answer: (SHOW ANSWER)
The SAF (Storage Assessment Framework) Collector is designed for rapid, non-intrusive data collection and can typically complete its assessment in a single visit, eliminating the need for prolonged installation or extended runtime within the customer's environment.

NEW QUESTION: 28
Which tool can be used to download shapes and icons to create a rack diagram appropriate for a customer presentation?
A. iQuote
B. Proposal Web
C. Product Bulletin
D. Visiocafe
Answer: (SHOW ANSWER)

Visiocafe provides downloadable Visio stencils, shapes, and icons for HPE products, allowing you to create accurate and professional rack diagrams and solution visuals for customer presentations.

NEW QUESTION: 29
Your customer needs an 8:1 GPU to CPU ratio to support their natural language processing (NLP) application.
Which HPE platform meets their requirement?
A. Apollo 6500 Gen10 Plus
B. Synergy SY480 Gen10 Plus with 8 Bay PCIe Expansion
C. ProLiant DL380 Gen10 Plus
D. EdgeLine e910 Server Blades
Answer: (SHOW ANSWER)
The HPE Apollo 6500 Gen10 Plus is a high-performance computing platform that supports up to
16 GPUs and 2 CPUs in a 4U chassis, providing an 8:1 GPU to CPU ratio. This platform is ideal for NLP applications that require massive parallel processing and high-speed data transfer between GPUs and CPUs. The HPE Apollo 6500 Gen10 Plus supports Nvidia L40 GPUs, which are optimized for NLP workloads and deliver up to 10x faster performance than previous generations. The HPE Apollo 6500 Gen10 Plus also offers flexible configuration options, advanced cooling and power efficiency, and comprehensive management and security features.

NEW QUESTION: 30
Your customer needs the smallest physical footprint for their S3 bucket storage requirement.
Which HPE alliance platform should you recommend?
Freecram.net
A. HPE Solutions for Scality Ring
B. HPE Solutions for Qumulo
C. HPE Solutions for Cohesitv
D. HPE Solutions for Scality Artesca
Answer: (SHOW ANSWER)
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.

NEW QUESTION: 31
Your customer needs to migrate data from their HPE 3PAR array to a new installed HPE Alletra Storage MP B10000 array. Which migration statement is correct?
A. Data can be migrated non-disruptively from the SSMC.
B. Data can be migrated non-disruptively from the DSCC.
C. Migration must be performed offline from the DSCC.
D. Migration must be performed offline from the SSMC.
Answer: (SHOW ANSWER)
HPE Data Services Cloud Console (DSCC) enables non-disruptive data migration from legacy arrays such as HPE 3PAR to modern HPE Alletra Storage MP systems, allowing workloads to stay online during the transition while maintaining operational continuity.

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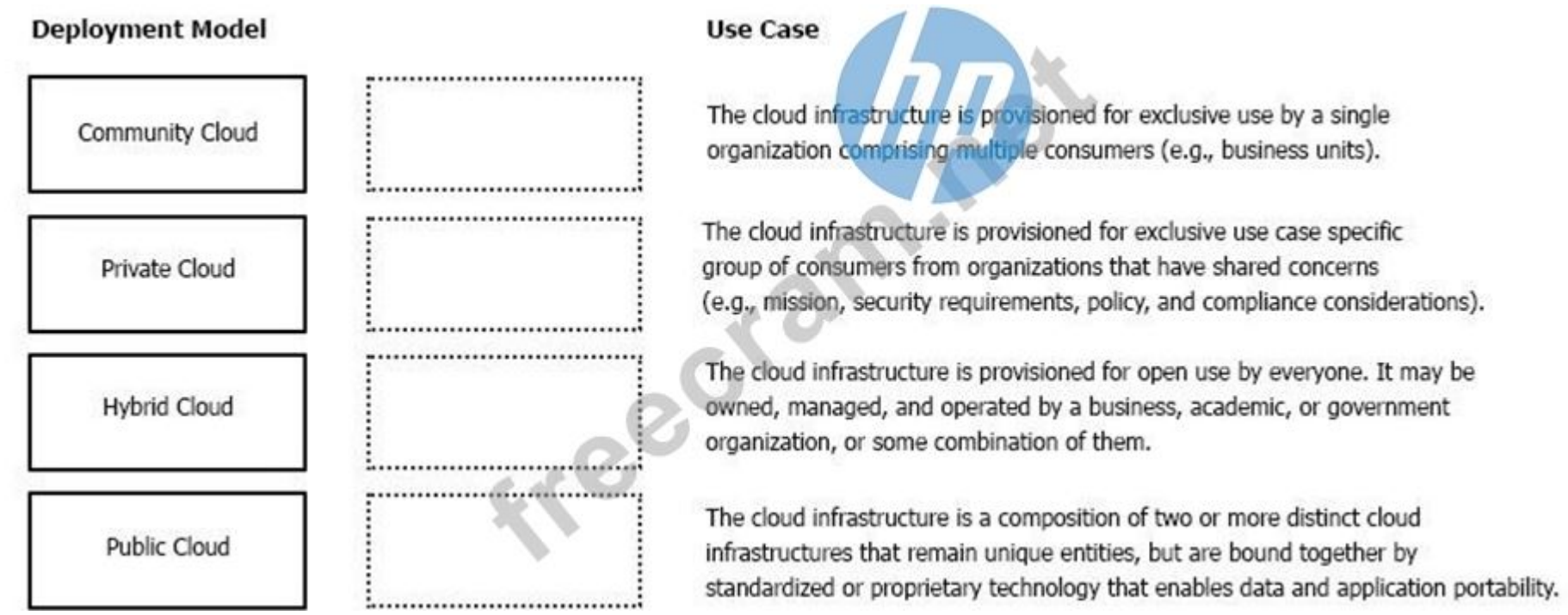
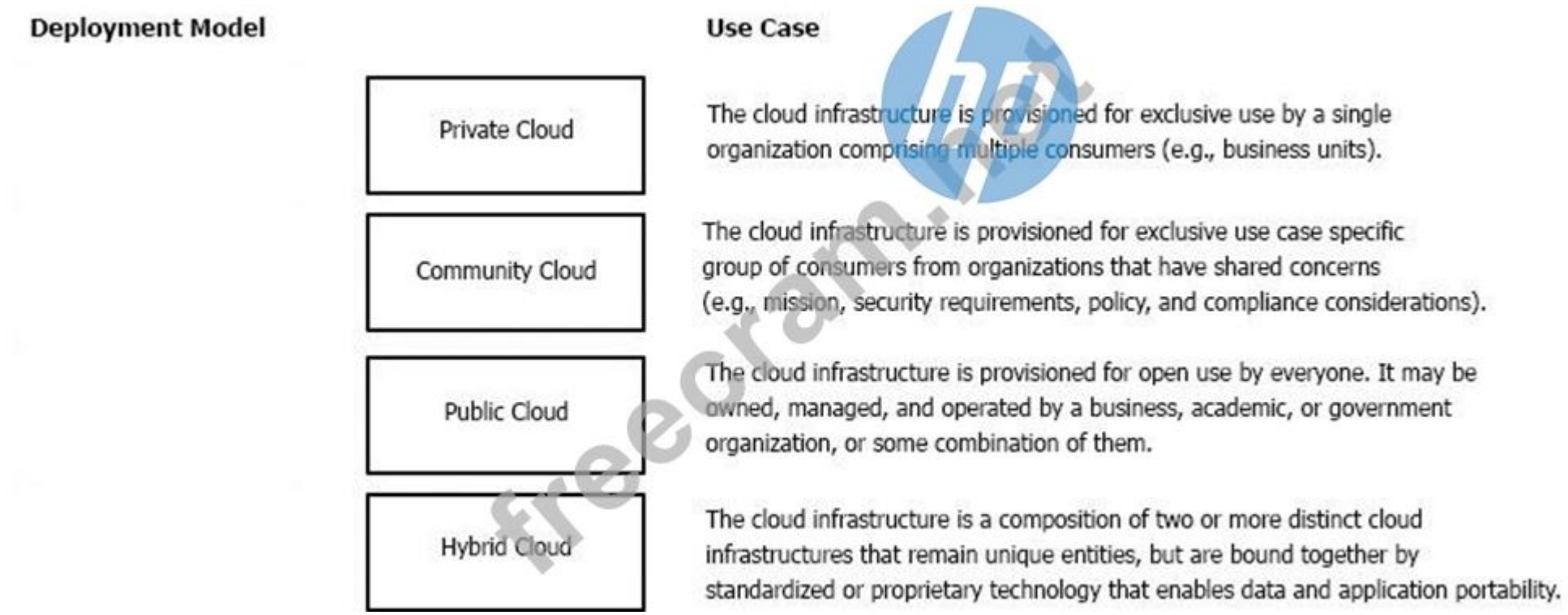
NEW QUESTION: 32
Your customer is a software development company. They have acquired another company and now want to consolidate their IT environment within their primary site. This includes the replacement of their outdated server environment as well as the consolidation of the required networking infrastructure.
They need flexibility for often changing virtual workloads and reduced operational complexity.
They have limited space and power within their data center. They are not able to expand their IT workforce right now and therefore need to optimize and automate repeating management tasks.
Which HPE server technology should you recommend?
A. HPE ProLiant Servers (rack-based)
B. HPE ProLiant MicroServer systems
C. HPE Edgeline Converged Edge Systems
D. HPE Synergy Compute Modules
Answer: (SHOW ANSWER)
HPE Synergy provides a composable infrastructure that enables flexible allocation of compute, storage, and networking resources for dynamic virtual workloads. It also integrates advanced automation and management through HPE OneView, reducing operational complexity and IT staff workload while optimizing space and power in the data center.

NEW QUESTION: 33
Your customer is acquiring a new HPE Alletra Storage MP B10000 array and wishes to utilize it with their existing Fibre Channel switches. Which resource should you use to determine whether the switches are compatible?
A. HPE One Config Advanced
B. HPE InfoSight
C. HPE SPOCK
D. HPE CloudPhysics
Answer: (SHOW ANSWER)
HPE SPOCK (Single Point of Connectivity Knowledge) is the official HPE compatibility database that lists supported interoperability between HPE storage systems and third-party components, such as Fibre Channel switches, ensuring validated configurations before deployment.

NEW QUESTION: 34
Drag and Drop Question
Match the use case with the appropriate cloud deployment model.



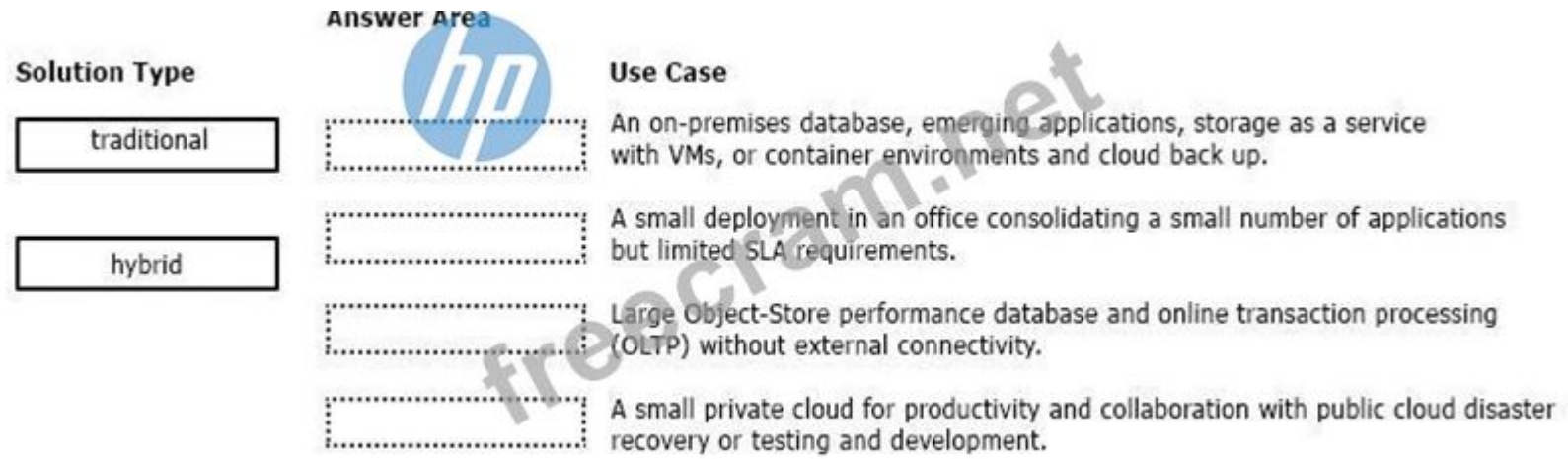
Answer:



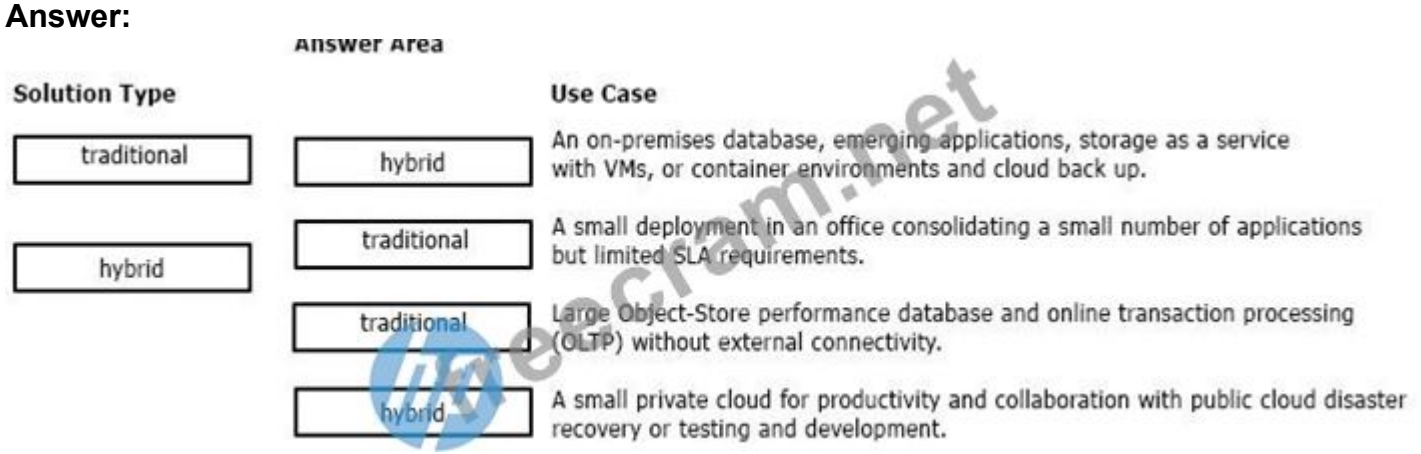
NEW QUESTION: 35

Drag and Drop Question

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



Answer:



NEW QUESTION: 36

What is one of the key differentiators of HPE GreenLake Central?

A. GreenLake Central allows the customer to proactively detect security threats like ransomware.

B. GreenLake Central has built in capabilities to manage multi-cloud environments and multi-vendor hardware solutions like IBM, Dell.

C. GreenLake Central is the most cost-effective software license in the market that allows multi- cloud environment management.

D. GreenLake Central has a recommendation engine that helps optimize resources, predict capacity needs, and optimize cloud spending.

Answer: (SHOW ANSWER)

HPE GreenLake Central is an advanced software-as-a-service platform that provides customers with a consistent cloud experience for all their applications and data, whether they are on- premises or off-premises.

HPE GreenLake Central enables customers to run, manage, and optimize their hybrid IT estate, complementing their use of public clouds and data centers.

One of the key differentiators of HPE GreenLake Central is its recommendation engine, which uses artificial intelligence and machine learning to provide insights and suggestions for improving the performance, efficiency, and cost of the customer's IT environment.

The recommendation engine can help customers to:

Optimize resources by identifying underutilized or overprovisioned assets and recommending actions to balance the workload and reduce waste.

Predict capacity needs by analyzing historical and current usage patterns and forecasting future demand and growth.

Optimize cloud spending by comparing the costs and benefits of different cloud providers and services and recommending the best fit for the customer's needs and budget.

NEW QUESTION: 37

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: (SHOW ANSWER)
When using SSET (Solution Sizing and Estimating Tool) instead of OCA, you must specify the country where the solution will be deployed.
This is because SSET incorporates regional compliance, pricing, and support availability, which can vary by location -- something OCA doesn't require.

NEW QUESTION: 38
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: (SHOW ANSWER)
HPE SimpliVity is a hyperconverged infrastructure solution that combines compute, storage, networking, and data services in a single appliance. HPE SimpliVity clusters are groups of HPE SimpliVity nodes that share the same federation and data center. HPE SimpliVity clusters can be expanded by adding new nodes to increase the capacity and performance of the cluster.
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 hosts. vMotion requires that the source and destination hosts have compatible CPUs, meaning that they support the same set of CPU features. If the new nodes have different or additional CPU features than the existing nodes, vMotion may fail or be restricted.
To facilitate adding the new hosts to the cluster, one possible solution is to enable Enhanced vMotion Compatibility (EVC) on the cluster. EVC is a feature of VMware vSphere that ensures vMotion compatibility for the hosts in a cluster that are running different CPU generations. 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 machines. This way, vMotion can be performed without CPU compatibility errors.

NEW QUESTION: 39
Which traditional use cases can be handled by HPE GreenLake for Block? (Choose two.)
A. Containerized Al 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 bv Zerto.
D. Mainframe volumes provided by HPE XP8 storage.
E. On-premises mission critical Oracle database hacked 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.

NEW QUESTION: 40

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?

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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.

NEW QUESTION: 41
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 CloudPhysics
B. HPE Demonstration Portal
C. HPE Product Bulletin
D. HPE Assessment Foundry
Answer: (SHOW ANSWER)
The HPE Demonstration Portal allows you or the customer to access live or simulated demos of HPE solutions such as SimpliVity, showcasing its management simplicity, integration with HPE tools, and overall operational efficiency in a realistic environment.

NEW QUESTION: 42
Your customer requires that a proposed private cloud solution guarantees 99.99% availability for virtual machines. Which type of requirement has the customer provided?
A. SLI
B. SLO
C. SLA
D. SRE

Answer: (SHOW ANSWER)
A Service Level Agreement (SLA) specifies the guaranteed level of service, such as 99.99% availability for virtual machines, agreed between provider and customer.

NEW QUESTION: 43
Your customer has asked for various UEFI BIOS settings to be preconfigured at the Factory in their new servers.
How do you submit the request for these changes to HPE?
A. Add the required settings in the Customer Intent Document.
B. Add the required settings in the Order Checklist.
C. Export the configuration to an XML file, open in Word and add the required settings.
D. Export the configuration to an OCA file, open in Word and add the required settings.
Answer: (SHOW ANSWER)
The Customer Intent Document (CID) is a document that captures the customer's requirements and expectations for their HPE solution. It includes information such as the customer's business objectives, technical specifications, desired outcomes, and any special requests. The CID is used by HPE to design, configure, and deliver the solution that meets the customer's needs. One of the sections in the CID is the BIOS Settings section, where the customer can specify the UEFI BIOS settings that they want to be preconfigured at the factory in their new servers. The customer can choose from the predefined workload profiles or customize the settings according to their preferences. The CID is submitted to HPE along with the order for the solution.

NEW QUESTION: 44
What is the primary function of HPE Alletra?
A. High-performance computing
B. Software-defined storage for hybrid cloud environments
C. Networking for edge environments
D. Data protection for cloud-native applications
Answer: B (LEAVE A REPLY)
HPE Alletra is a cloud-native storage solution designed for hybrid cloud environments, offering performance, scalability, and simplicity through its software-defined architecture.

NEW QUESTION: 45
A customer has asked you to provide a Nutanix solution for VMware that includes Aruba 8325 switches. The customer requires the Aruba networking to be provisioned and managed from VMware vCenter. Which management platform should you include to achieve this requirement?
A. Aruba Fabric Composer
B. Aruba Central
C. SANnav Management Software
D. HPE GreenLake for Compute Ops Management
Answer: (SHOW ANSWER)
Aruba Fabric Composer integrates directly with VMware vCenter, enabling automated provisioning and lifecycle management of the Aruba network fabric within a VMware environment.
It simplifies operations by synchronizing network and virtualization workflows - ideal for Nutanix and VMware-based solutions.

NEW QUESTION: 46

Your customer has asked you to propose a replacement for their aging Windows file server that will improve file transfer performance and reduce CPU overhead. Which technology should you account for in the design of the new file server?

A. eBPF

B. NVMe over FC

C. SMB Direct

D. TRILL

Answer: (SHOW ANSWER)

SMB Direct leverages RDMA to accelerate file transfers, reducing CPU overhead and improving performance for Windows file server workloads.

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NEW QUESTION: 47

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: (SHOW ANSWER)

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 tool.

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 tool.

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.

NEW QUESTION: 48

Which solution would be most appropriate for securing remote edge devices in an HPE edge-to- cloud environment?

A. HPE Aruba ClearPass

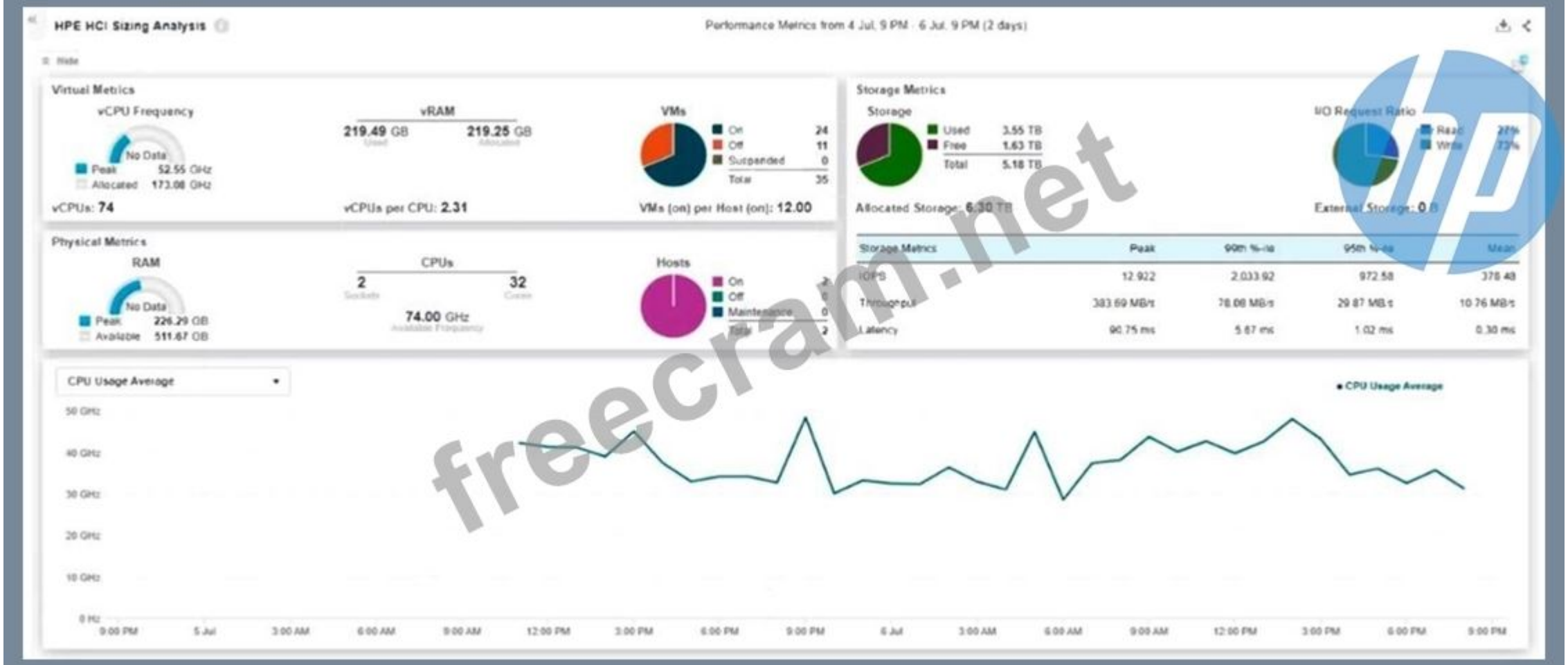
B. HPE GreenLake
C. HPE SimpliVity
D. HPE Nimble Storage
Answer: (SHOW ANSWER)
HPE Aruba ClearPass is a security solution for network access control and device authentication, ideal for securing edge devices and remote users in an edge-to-cloud infrastructure.

NEW QUESTION: 49
What is the purpose of a customer Proof of Concept (PoC)?
A. A method for your customer to verify if a solution will work for their budget
B. A method for your customer to verify whether a solution will work for their specific use case.
C. A method for your customer to verify whether a solution is meeting expectations once it is put into production.
D. A method for your customer to verify the ROI of a solution once it is put into production.
Answer: (SHOW ANSWER)
A Proof of Concept (PoC) allows the customer to test and validate a proposed solution in a controlled environment to ensure it meets their technical and operational requirements before committing to full-scale deployment.

NEW QUESTION: 50
What is one benefit of HPE SSET?
A. It helps you schedule appointments with HPE GreenLake and HPE Financial Services personnel.
B. It enables you to validate opportunities and qualify customers for a variety of HPE GreenLake cloud services.
C. It allows you to adjust HPE GreenLake solutions to include customers' preferred channel partners.
D. It validates the final order against the supported solution and customized collaterals.
Answer: (SHOW ANSWER)
HPE SSET helps sales teams validate opportunities and qualify customers for HPE GreenLake services, streamlining the presales process and ensuring alignment with customer requirements.

NEW QUESTION: 51
For a backup solution, when does HPE recommend completing a PoC evaluation?
A. To show data transfer rates across 3rd party switching fabrics.
B. To show deduplication ratios of your customer's data in a live environment.
C. To show capacity efficiency metrics when sizing a solution.
D. To show environmental constraints when determining the install location.
Answer: (SHOW ANSWER)
HPE recommends completing a proof of concept to demonstrate deduplication ratios and performance of the customer's actual data in a live backup environment.

NEW QUESTION: 52
Refer to the following exhibit. Which statement about the CloudPhysics report shown is true?



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A. The cluster has enough resources to run all VMs during a double host failure.
B. Each host has 256GB of RAM.
C. Each host has 6.3TB of direct attached storage.
D. The cluster has four total CPUs.
Answer: (SHOW ANSWER)
The CloudPhysics report shows a total of 512.47 GB of available RAM across 2 hosts, which equals approximately 256 GB per host. This aligns with the displayed physical metrics and confirms the per-host memory capacity.

NEW QUESTION: 53
Your customer needs to rapidly train, tune, and deploy large-scale AI using a sustainable supercomputing platform that combines HPE's AI software and market-leading supercomputers.
Which solution should you recommend?
A. HPE GreenLake hosted in an Equinix colocation site
B. HPE GreenLake for Compute Ops Management
C. HPE GreenLake for Microsoft Azure Stack HCI
D. HPE GreenLake for Large Language Models
Answer: (SHOW ANSWER)
HPE GreenLake for Large Language Models (LLMs) provides a scalable, sustainable AI supercomputing platform that integrates HPE's Cray supercomputers with optimized AI software.
It enables rapid training, tuning, and deployment of large-scale AI and LLM workloads while maintaining energy efficiency and performance.

NEW QUESTION: 54
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 manaqement services.
C. Traditional purchase with GreenLake manaqement 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.

NEW QUESTION: 55
Your customer has the following concerns about a dHCI proposal you have presented:
- The extended lead times for some parts of the solution do not meet
their project timelines.
- They do not have sufficient IT resources to deploy a new solution.
- They are struggling with the initial cost outlay.
Which solution addresses all three of their concerns?
A. Use the HPE Assessment Foundry to find ways to lower the amount of storage needed.
B. Propose HPE GreenLake for Private Cloud Business Edition.
C. Rebuild the solution in OCA while selecting alternative components.
D. Use the HPE TCO and ROI calculators to develop a compelling business case.
Answer: (SHOW ANSWER)
HPE GreenLake for Private Cloud Business Edition addresses all concerns by providing a consumption-based model that reduces upfront costs, includes HPE-managed deployment and operations to minimize IT resource demands, and leverages pre-provisioned capacity to avoid long hardware lead times, ensuring faster implementation and financial flexibility.

NEW QUESTION: 56
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: (SHOW ANSWER)
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 course, 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.

NEW QUESTION: 57
Your customer needs a storage solution for their geographical information system (GIS) video storage. The software they use requires an SMB file share and writes video files of various sizes based on the bitrate of the cameras. They keep all video for a minimum of 10 years. They expect the size of their archive to grow over as cameras charge.
Which solution meets the customer's requirements?
A. HPE Solutions for Qumulo
B. HPE Solutions for Cohesity
C. HPE Solutions for Weka
D. HPE Solutions for Scality ARTESCA
Answer: (SHOW ANSWER)
HPE Solutions for Qumulo is a file data platform that provides scalable, secure, and cost-effective storage for unstructured data, such as GIS video files. HPE Solutions for Qumulo supports SMB file shares and can handle various file sizes and types with high performance and efficiency. HPE Solutions for Qumulo also offers data protection, encryption, and replication features to ensure long- term data retention and durability. HPE Solutions for Qumulo can easily grow with the customer's data needs, as it supports up to 64 nodes per cluster and up to 1.6PB of usable capacity per 4U node.

NEW QUESTION: 58
The customer is interested in a third-party solution but is concerned about interoperability with HPE hardware. Which HPE program provides a one-stop shop for end-to-end solutions?
A. HPE Complete
B. HPE Pointnext
C. HPE Partner Ready
D. HPE OCA
Answer: (SHOW ANSWER)

HPE Complete is an HPE program that validates and integrates third-party solutions with HPE hardware, providing customers with a single point of purchase, support, and interoperability assurance for end-to-end solutions.

NEW QUESTION: 59
You are configuring an HPE GreenLake for Azure Stack HCI solution using the HPE Solution Sales Enablement Tool. Why are top-of-rack switches unavailable in the wizard?
A. External switches are not needed for the HPE GreenLake for Azure Stack HCI solution.
B. Switches are not included in the HPE GreenLake for Azure Stack HCI solution.
C. SSET cannot be used for HPE GreenLake for Azure Stack HCI sizing.
D. SSET automatically adds switches to the BOM once necessary input is entered to the form.
Answer: (SHOW ANSWER)
In an HPE GreenLake for Azure Stack HCI configuration, top-of-rack switches are excluded from the standard solution because networking components are typically managed or procured separately by the customer. The SSET tool therefore does not present switches in its configuration wizard.

NEW QUESTION: 60
You are designing a HPE Synergy solution for a virtualization project. Your customer's requirements include 30 dual-socket hypervisors and 2x 50Gb connectivity to EOR switches per hypervisor. How many interconnect modules should you recommend?
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A. 6x HPE Synergy 50 Gb Interconnect Link Module
B. 2x HPE Synergy 50 Gb Interconnect Link Module and 4x HPE Virtual Connect SE 100 Gb F32 Module
C. 2x HPE Virtual Connect SE 100 Gb F32 Module and 4x HPE Synergy 50 Gb Interconnect Link Module
D. 6x HPE Virtual Connect SE 100 Gb F32 Module
Answer: (SHOW ANSWER)
Each HPE Synergy 50 Gb Interconnect Link Module supports multiple server connections, and for
30 dual-socket hypervisors with 2x 50 Gb links each, six modules provide the required connectivity to the EOR switches.

NEW QUESTION: 61
Your customer wants to implement a software defined storage solution. They require the lowest latency possible in the back-end. Which technology should you recommend to address the customer's concern?
A. HPE C-series FC switch family
B. HPE B-Series FC switch family
C. HPE Aruba CX Ethernet switch family
D. HPE M-series Ethernet switch family
Answer: (SHOW ANSWER)
The HPE M-series Ethernet switches are optimized for low-latency, high-throughput storage networking, making them ideal for software-defined storage (SDS) environments that rely on NVMe over Fabrics (NVMe-oF) or similar high-performance protocols.

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NEW QUESTION: 62
Your customer needs a new, highly-available HPE storage solution for the primary site of their main production database environment. They want a solution that offers high performance, low latency, and scalability. Which HPE solution meets the customer requirements?
A. HPE Alletra Storage Server 4120 with iSCSI connectivity
B. HPE Alletra Storage MP B10000 with HPE NVMe-oF Host Bus Adapters
C. HPE StoreOnce 5260 with Catalyst
D. HPE MSA 2072 with FC connectivity
Answer: (SHOW ANSWER)
The HPE Alletra Storage MP B10000 delivers enterprise-grade performance, low latency, and scalability through its NVMe-over-Fabrics (NVMe-oF) architecture, making it ideal for high- performance, highly available database environments at primary production sites.

NEW QUESTION: 63
Your customer wants to add their newly acquired HPE Alletra Storage MP B10000 to their HPE GreenLake Platform infrastructure. Which console is used to add this service?
A. HPE GreenLake Central
B. HPE GreenLake PCBE
C. HPE GreenLake Data Services
D. HPE GreenLake marketplace
Answer: (SHOW ANSWER)
HPE GreenLake Central is the management console used to add, monitor, and manage HPE services and infrastructure, including HPE Alletra Storage MP arrays.

NEW QUESTION: 64
You have completed collecting key performance indicators from the customer's current storage array using SAF Collector and SAF Analyse. Which tool can be used to turn these KPIs into a proposal for a new storage solution?
A. SPOCK
B. NinjaCrawler
C. NinjaSTARS
D. CloudPhysics
Answer: (SHOW ANSWER)
HPE NinjaSTARS takes performance data and KPIs collected from tools like SAF Collector and SAF Analyse to generate sizing recommendations and build proposals for new HPE storage solutions, ensuring accurate design and right-sized configurations.

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