Hewlett Packard Enterprise

HPE Edge-to-Cloud Solutions

Exam description

This exam validates a successful presales architect's ability to translate business and technical requirements into a complete HPE solution design, including storage, compute, and networking, considering all available consumption models and hosting locations.

Ideal candidate for this exam

Typical candidates for this certification are presales solution architects who plan and design HPE solutions. They are able to identify customer requirements and articulate high-level business outcomes and financial implications of the solution. The ideal candidate has a minimum of two to three years of hands-on experience or equivalent designing solutions for midrange Enterprise customers with multiple of the following HPE technologies: cloud services, compute, storage, networking, and services.

Exam ID	HPE0-V27
Exam type	Proctored
Exam duration	1 hour 30 minutes
Exam length	60 questions
Passing score	63%
Delivery languages	Korean, English, Japanese

Register for this Exam
You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

During the exam, you can make comments about the exam items. We welcome these comments as part of our continuous improvement process.

Exam contents

This exam has 60 questions.

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

Additional study materials

- HPE Edge-to-Cloud Solutions - Self-Directed Lab
- HPE0-V27/V28 Practice Test
- HPE ASE Edge-to-Cloud Architect Study Guide

Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
15%	Describe, differentiate, and apply IT industry trends, standard architectures, technologies, and cloud delivery models. • Describe and differentiate IT Industry architectures and technologies and their appropriate use cases • Compare and Contrast the use cases for Traditional, Cloud, and Hybrid solutions
20%	Gather and analyze customer business and technical requirements • Identify key customer business, technical and system requirements and outcomes • Identify and collect key metrics for existing infrastructure performance
20%	Recommend and position HPE offerings (solutions, products, and services) for customer use cases • Differentiate and articulate how HPE offerings provide the customer business value and an advantage in their industry. • Given a customer use case, describe and position HPE GreenLake Offerings • Demonstrate knowledge of business value • Identify and position key HPE solutions and workload offerings with the key alliance partner ecosystem components to the appropriate customer use case • Given a customer use case, describe and position traditional HPE offerings
24%	Architect and design an HPE solution based on customer needs • Given a customer workload/business requirement, select the appropriate delivery model or models • Given a set of customer requirements, identify whether the customer will benefit from HPE GreenLake cloud services • Qualify, architect, plan, and design a GreenLake solution • Given a set of customer requirements, select the appropriate HPE and 3rd party products and services for a traditional solution • Given a set of customer requirements, design and architect a solution based on the customer requirements • Document customer intent and solution design • Validate that a final solution design meets updated customer requirements
13%	Present and demonstrate the solution to the customer and coordinate implementation planning • Present the solution to the customer • Prepare and implement a GLCS trial or PoC (installation, configuration, customization, integration)
8%	Perform ongoing enhancements to a solution including upgrades, migration, optimization, etc. • Given a customer's requirements, prepare a proposal to grow an installed solution or expand to other solutions • Prepare a proposal to grow an installed solution or expand to other solutions • Position potential sale and upsell opportunities and engage appropriate contacts

Sample questions

Sample questions are provided only as examples of question style, format and complexity/difficulty. They do not represent all question types and do not reflect all topic areas. These sample questions do not represent a practice test.

1. 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. SMB Direct
   b. NVMe over FC
   c. TRILL
   d. eBPF

2. A customer is planning the replacement of their existing Cohesity platform. During initial deployment of the existing solution there were several issues with compatibility that delayed implementation.

   What should you explain to the customer that HPE does to avoid this kind of situation?

   a. HPE installs and tests the entire solution in the factory before sending it to the customer site.
   b. HPE OneView gathers current environment metrics and uses them for the new deployment.
   c. HPE Complete ensures that HPE and the ISV work collaboratively to complete the installation.
   d. HPE uses a deployment tool made by Cohesity specific to HPE hardware.

3. Your customer requires isolated FC SAN fabrics for their production and development environments. When creating

archives of their development code, the client requires a tape drive in the production SAN to be accessed from servers located in the development SAN.

Which HPE switch family can meet the client's needs by implementing VSANs and Inter-VSAN routing?

a. HPE C-Series Switches
b. HPE B-Series Switches
c. HPE M-Series Switches
d. HPE FlexFabric Switches

Answers

This section provides answers to and references for the sample questions.

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For more information

Contact our program

Information is as of March 2025, Revision 3