

HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

What is the target market for HPE OneView?

- A. mid-sized and enterprise businesses of over 500 employees that want a simpler and faster way to manage and deploy infrastructure within the datacenter
- B. a small-sized business that want HPE support professionals to help manage and deploy assets within the datacenter
- C. mid-sized and enterprise businesses of over 1,000 employees looking for a software- defined storage solution
- D. a small-sized business of under 100 employees that want to incorporate cloud resources in addition to their on-premises datacenter

Correct Answer: C

QUESTION 2

An IT services provider is considering Aruba Central to offer greater value to their customers. Which type of consumption model would this allow them to offer?

- A. Platform as a Service (PaaS).
- B. Infrastructure as a Service (IaaS).
- C. Identity as a Service (IDaaS).
- D. Networking as a Service (NaaS).

Correct Answer: C

QUESTION 3

What is a key benefit for an HPE partner when selling HPE IT Support Services?

- A. increases revenue because customers upgrade their infrastructure more frequently.
- B. prevents customers from moving to private cloud solutions.
- C. allows the partner to bill the customer on a variable cost structure.
- D. allows the partner to position themselves as a trusted advisor.

Correct Answer: A

QUESTION 4

How does HPE stand out from IBM in the server market?

- A. IBM no longer supports the x86 server platform.
- B. IBM lacks global recognition as a server manufacturer.
- C. HPE products are consistently less expensive.

Correct Answer: A

QUESTION 5

What is one secondary storage use case for SMBs?

- A. providing backend storage for SQL databases.
- B. archiving data to meet regulatory requirements.
- C. sharing files used by multiple employees.
- D. storing images used in workflow operations.

Correct Answer: D

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