HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

A customer want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

A. The APs are ready to become discovered and controlled by an Aruba controller out of the box.

B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.

C. The customer only needs to configure one AP; other APs automatically take their configuration from it.

D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

QUESTION 2

How can HPE ProLiant servers help customers to reduce IT costs?

A. by providing up to 3 times more compute capacity than competitive systems.

B. by including a built-in HPE proprietary virtualization layer that enables customers to virtualize more quickly.

C. by supporting cartridges optimized for different workloads that customers can easily replace if their needs change.

D. by providing an out-of-the-boy Software as a Service (SaaS) service portal.

Correct Answer: A

QUESTION 3

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 4

How can HPE OneView make your IT teams more effective and productive? (Select two.)

A. It can manage software updates for all major operating systems and applications.

B. It provides a specialized interface to accommodate each server model.

C. It provides an activity feed with real time alerts.

D. It offers the ability to use Telnet or SSH for management viewing.

E. It offers a single-pane-of-glass view for managing all HPE servers.

Correct Answer: CD

QUESTION 5

What is an advantage of HPE versus its competitors in the server market?

A. HPE has the broadest server portfolio in the market.

B. HPE beats all of its competitors on price.

C. HPE is the only manufacturer of both tower and rack servers.

D. Due to its smaller size. HPE offers customers a more personable experience.

Correct Answer: C

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