

# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

**Pass HP HPE2-E70 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass2lead.com/hpe2-e70.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

How has HPE improved GreenLake Flex Capacity to help you meet customer requirements more quickly?

- A. HPE GreenLake Flex Capacity requires companies to move from a CapEx funding model to a lease with low-interest rates.
- B. HPE GreenLake Flex Capacity includes pre-packaged and pre-tested solutions that meet the most common customer.
- C. HPE GreenLake Flex Capacity reduces the time it takes to add more capacity from three months to two months.
- D. HPE GreenLake Flex Capacity delivers a standard set of servers, storage, and networking to all customers, thereby eliminating custom configurations.

Correct Answer: B

---

**QUESTION 2**

You have qualified a customer for an intelligent storage solution. What is a topic that you should discuss in order to position the correct storage solution?

- A. IT staff's attitude toward AI and machine learning
- B. the advanced features required to support the business
- C. users' preference for complex or simple solutions
- D. the customer's size in terms of employees and income

Correct Answer: D

---

**QUESTION 3**

A customer needs a solution (or scoring backup Data. The solution should also support rapid data recovery.

Which solution should you recommend?

- A. HPE Apollo and HPE 3PAR
- B. HPE Apollo and HPE Synergy
- C. HPE StoreOnce and HPE Nimble Adaptive Flash
- D. HPE 3PAR and HPE InfoSight

Correct Answer: C

---

**QUESTION 4**

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

---

**QUESTION 5**

What payment model does HPE GreenLake Flex Capacity use?

- A. Customers lease equipment from HPE; they pay a monthly subscription fee rather upfront CAPEX.
- B. Customers pay-per-use for equipment managed by HPE, but that deploys on-premises.
- C. Customers pay-per-use for cloud services offered in the HPE public cloud and partner clouds.
- D. Customers purchase a set amount of equipment and receive a discount when they need to expand.

Correct Answer: B

[HPE2-E70 Practice Test](#)

[HPE2-E70 Study Guide](#)

[HPE2-E70 Exam Questions](#)