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QUESTION 1

What is an appropriate discovery question for uncovering a customer's need for an HPE composable infrastructure solution?

- A. How much insight do you have into your public cloud spending?
- B. What do you understand about APIs and how they work?
- C. What are your plans for implementing storage class memory (SCM) now and in the future?
- D. What are your plans for automating operations and simplifying management?

Correct Answer: D

QUESTION 2

What is one drawback of traditional private cloud solutions as compared to public cloud?

- A. Traditional private cloud solutions have a CAPEX model, rather than pay-as-you-go like public cloud.
- B. Traditional private cloud solutions lead to more unexpected costs than public cloud.
- C. Traditional private cloud solutions make it harder for the company to audit regulatory compliance than with public cloud.
- D. Traditional private cloud solutions almost always have a higher TCO than public cloud.

Correct Answer: B

QUESTION 3

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of onprem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

QUESTION 4

Which statement indicates that the customer could be a good candidate for HPE's composable and software-defined solutions?

- A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."
- B. "We want to upgrade our rack servers as simply as possible. We're not expanding quickly."
- C. "IoT is presenting a lot of security threats that we are not prepared to address."
- D. "We can't seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

QUESTION 5

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

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