

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one way that the HPE strategy addresses the challenges created by the new IT trends?

- A. It eliminates the risks created by the shift away from servers and storage to hyperconverged
- B. It gives customers the ability to harness the explosion of data from the edge to the core.
- C. It is designed to migrate customers from traditional IT solutions and private clouds.
- D. It provides guidelines for regulating AI and machine learning solutions in corporate environments

Correct Answer: A

QUESTION 2

A customer tells you that their IT staff is knowledgeable and will be able to implement any solution. How could you respond to help the customer understand services?

- A. Have you considered how much you could save by moving workloads to the public cloud so you can reduce your IT staff?
- B. How will your staff manage everyday workloads and projects while trying to transform your business?
- C. How comfortable are you in taking the risk that if a problem occurs, it will happen during business hours?
- D. Does your product warranty provide next day replacement for parts?

Correct Answer: C

QUESTION 3

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. The customer needs to streamline the onboarding process for personal devices.
- C. Clients are asking for services that the business does not currently offer.
- D. Developers need to accelerate their development cycles for mobile apps.

Correct Answer: C

QUESTION 4

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop

solution provide?

- A. It includes security monitoring as a service as part of the solution.
- B. It automatically deploys patches to all desktops at the network edge.
- C. It ensures that all data remains securely in the data center.
- D. It embeds a silicon root of trust in every desktop.

Correct Answer: C

QUESTION 5

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the timesince the customer\\'s last network refresh
- B. the customer\\'s data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Correct Answer: B

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