

HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

A customer expresses concerns about the cost of an HPE Greenlake Flex Capacity solution. How should you respond?

- A. HPE GreenLake Flex Capacity focuses on delivering the capacity customers\' needs without extra feature such as support.
- B. HPE Greenlake Flex Capacity uses an equipment leasing that lets customers return equipment at the end of the lease for partial money back.
- C. HPE Greenlake Flex Capacity helps customer to scale back their on-perm capacity in favor of more cost-effective capacity in the HPE public cloud.
- D. HPE GreenLake Flex Capacity reduces costs associated with over-provisioning, so customer are only paying for the resources that they actually use.

Correct Answer: B

QUESTION 2

A customer explains that IT spends a significant amount of time on server lifecycle management tasks such as firmware updates. Which HPE solution simplifies and automates these tasks?

- A. HPE InfoSight
- B. HPE OneSphere
- C. HPE Composable Fabric
- D. HPE OneView

Correct Answer: D

QUESTION 3

Your customer needs the highest level of availability and resiliency with scaleout performance to meet service level agreements (SLAs). Which HPE solution should you suggest?

- A. HPE Nimble
- B. HPE StoreOnce
- C. HPE MSA
- D. HPE 3PAR

Correct Answer: D

QUESTION 4

What is the key distinguishing feature that both HPE Nimble and HPE 3PAR offer?

- A. They both provide the highest levels of availability, including for disaster recovery.
- B. They include the industry's first Memory-Driven Flash with storage class memory (SCM) and NVMe.
- C. They are both deployed as part of a hyperconverged solution with built in data protection.
- D. They use a Data Virtualization Platform to improve the efficiency of data storage, backup, replication, and restore operations.

Correct Answer: A

QUESTION 5

What can you ask potential customers to determine if they are a good fit for intelligent storage solution from HPE?

- A. How many employees do you have?
- B. How much are you willing to spend to update your infrastructure?
- C. What services are currently running in the cloud, and which service do you run on-premises?
- D. What application are driving data growth, and how does that data get put into the system?

Correct Answer: D

QUESTION 6

What is a way that HPE OneSphere helps customers to increase control over hybrid cloud environment?

- A. It enables consistent government policies across multiple cloud and the on-premises environment.
- B. As an innovative funding model for on-premises resources, it enables customers to pay only for the resources they use.
- C. As an open ecosystem of third-party application, it gives customers greater choice over which apps run in the data center.
- D. It provides AI-assisted insights into application performance and cuts across storage and compute silos.

Correct Answer: B

QUESTION 7

What is the key reason that customers are reluctant to move all workloads to public clouds?

- A. Public cloud services do not provide fast enough scalability for most customers' requirements.

- B. C-level executives tend to want to leave IT decisions to IT, and cloud puts too many decision making burdens on them.
- C. Public clouds pose security risks, and placing some workloads there could interfere with regulatory compliance.
- D. Developers have largely resisted moving to the cloud, and businesses are driven to their demands.

Correct Answer: C

QUESTION 8

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 9

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

QUESTION 10

What is a way that HPE GreenLake Flex Capacity helps customers to reduce risk?

- A. It uses an AI-driven approach to capacity optimization, which reduces the risks that arise from human error.
- B. It enables customers to connect rack servers over a flat network infrastructure, which has a lower risk of failure.
- C. It uses a multi-cloud approach, which reduces vendor lock-in and also increases availability for resources.
- D. It lets them avoid the security and availability risks of public cloud while achieving high scalability.

Correct Answer: D

QUESTION 11

How does HPE OneSphere help customers to control cloud spending?

- A. HPE OneSphere uses AI to improve performance for cloud workloads, enabling the customer to pay for fewer resources for each workload.
- B. HPE unifies payments for all cloud environments under a single payment managed through the HPE OneSphere service.
- C. HPE OneSphere provides a dashboard with real-time cost and utilization metrics across multiple cloud environments.
- D. HPE OneSphere moves all cloud workloads back on-premises and then provides a pay-per-use model for the on-premises workloads.

Correct Answer: C

QUESTION 12

In terms of security, how are HPE ProLiant DL servers distinguished from the competition?

- A. The HPE OmniWatch bundle monitors traffic received by the server and filters out suspicious traffic.
- B. The HPE silicon root of trust prevents firmware compromised with malware from executing.
- C. The HPE Data Virtualization Platform ensures that all data is encrypted when it is first written.
- D. The HPE Integrated Lights Out (ILO) firmware encrypts all data that resides on the server.

Correct Answer: B

QUESTION 13

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

- A. HPE Composable Cloud for ProLiant DL
- B. HPE SimpliVity with Composable Fabric
- C. HPE Nimble
- D. HPE OneSphere

Correct Answer: A

QUESTION 14

What is the way public cloud solutions introduce security risks to customers?

- A. By law, public cloud providers are required to disclose the names and locations of their customers.
- B. The shared, multi-tenant nature of the public cloud opens up additional avenues of attack.
- C. It is easier to code viruses for the public cloud, making it a common starting point for hackers.
- D. Public cloud providers offer zero security measures so any one can access confidential data at any time.

Correct Answer: D

QUESTION 15

What is the topic appropriate to opening a conversation about HPE software-defined solutions?

- A. why a CAPEX funding model is the best choice for on-premises software-defined resources
- B. why users need better performing networks in order to run the latest software and apps
- C. how much training IT staff have in emerging technologies such as big data and AI
- D. how much visibility and control the customer has over resources in the hybrid cloud

Correct Answer: C

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