

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one IT trend that is driving customers to transform to a new hybrid infrastructure?

- A. increased budgets to invest In IT projects
- B. faster development and deployment cycles
- C. fewer requests for IT from Line-of-Business (LoB) managers
- D. a need for fixed server, storage, and network components

Correct Answer: C

QUESTION 2

Which customer statement indicates an HPE Intelligent Edge opportunity?

- A. "We need a high-performance computing (HPC) solution so that we can analyze data more quickly."
- B. "Our developers need to roll out applications much more quickly."
- C. "We need to break down the silos within our data center."
- D. "We need help making our company more attractive for young, talented millennials."

Correct Answer: A

QUESTION 3

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

- A. Take a services-led approach to transform the customer data environment with cloud storage solutions.
- B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.
- C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.
- D. Take a services-led approach to transform the customer data center into a full software- defined infrastructure.

Correct Answer: D

QUESTION 4

What is one way that HPE powers the Intelligent Edge?

- A. through its investments in processor-driven computing development

- B. by redefining mobile as high quality and secure
- C. by re-designing IoT hardware for security
- D. through its innovative industrial IoT apps

Correct Answer: D

Reference: <https://www.hpe.com/us/en/insights/articles/the-intelligent-edge-what-it-is-what-its-not-andwhy-itsuseful-1704.html>

QUESTION 5

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Correct Answer: B

QUESTION 6

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

- A. The customer wants deep insights into big data collected at the edge.
- B. The customer wants to reduce costs and regain control of the data center.
- C. The customer wants to accelerate provisioning to provide on-demand IT.
- D. The customer wants to improve user experience in an open office environment.

Correct Answer: C

QUESTION 7

Why might you recommend Proactive Care Advanced rather than Proactive Care?

- A. The company needs monitoring 24x7.
- B. The company wants reports that are tailored for them.
- C. The company needs a dedicated HPE Account Support Manager (ASM).
- D. The company wants enhanced call handling.

Correct Answer: C

QUESTION 8

Where does HPE believe the next wave of innovation will happen?

- A. private and public cloud
- B. traditional IT
- C. hybrid IT
- D. Intelligent Edge

Correct Answer: D

QUESTION 9

What is one way Aruba networking solutions improve the user experience?

- A. by providing high-speed Wi-Fi with wire-like reliability
- B. by giving mobile devices highest priority on the network
- C. by redirecting compute-intensive apps to wired connections
- D. by ensuring all forms of traffic are treated in the same way

Correct Answer: A

QUESTION 10

Which compelling statistic can you share with customers who are not familiar with the success that HPE has with services engagements?

- A. After an HPE Services engagement, 99% of customers purchase additional HPE solutions.
- B. HPE partners bring over 25,000 services engagements to HPE annually.
- C. The customer satisfaction rating for HPE Services is close to 100%.
- D. Approximately 2,500 HPE Services specialists join the worldwide HPE team annually.

Correct Answer: C

QUESTION 11

Why might you recommend Proactive CareAdvanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

Correct Answer: D

QUESTION 12

A customer needs to analyze very large amounts of data and has reached a dead-end in increasing the speed of results. Which HPE- innovation has been proven to accelerate analytic applications such as Spark?

- A. unified API
- B. memory-driven computing
- C. software-defined infrastructure
- D. latest generation processors

Correct Answer: B

QUESTION 13

You are discussing HPE Hybrid IT solutions with a potential customer. The customer needs help deciding which solutions to keep on-premises and how to make a migration plan. Which key distinguishing feature of HPE should you discuss?

- A. a network of 50,000 professionals and partners with deep application and workload expertise
- B. the HPE Synergy solution, a program that connects HPE customers to trusted cloud providers
- C. machine learning solutions that automatically analyze workloads and determine where they should be deployed
- D. an innovative public cloud that is designed to host all customer workloads securely

Correct Answer: A

QUESTION 14

Which innovation will The Machine offer?

- A. introducing fluid pools of resources that can be easily provisioned
- B. modifying the existing architecture to keep pace with Moore's Law
- C. reducing energy consumption by using photonics for chip-to-chip communications

D. enabling integration with storage technologies such as Fibre Channel

Correct Answer: A

QUESTION 15

Which benefit does HPE Capacity Care provide?

A. meeting roomcapacity tracking to help customers Improve productivity

B. mobile network capacity planning to improve network services

C. capacity monitoring to help customers transition to IT as a Service

D. storage capacity tuning to help customers optimize databases

Correct Answer: C

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