

HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

A new customer wants a storage solution that can grow as their storage needs grow, and that will protect and leverage their initial investment. Why would the MSA 1040 be a good match?

- A. It allows data-in-place migrations to the MSA 2040 and MSA 2042.
- B. It can utilize available storage residing on x86 servers that are no longer used.
- C. It can be deployed in affordable building blocks to match growth.
- D. HDD drives can be hot swapped with larger SSD drives.

Correct Answer: B

QUESTION 2

An SMB customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirement?

- A. HPE ProLiant BL660c
- B. HPE ProLiant ML 110
- C. HPE ProLiant SL4540
- D. HPE ProLiant DL 180

Correct Answer: C

QUESTION 3

What is a key benefit for an HPE partner when selling HPE IT Support Services?

- A. increases revenue because customers upgrade their infrastructure more frequently.
- B. prevents customers from moving to private cloud solutions.
- C. allows the partner to bill the customer on a variable cost structure.
- D. allows the partner to position themselves as a trusted advisor.

Correct Answer: A

QUESTION 4

Which server series constitutes the rack server line of products from HPE?

- A. DL Series.

B. ML Series.

C. RL Series.

D. BL Series.

Correct Answer: A

QUESTION 5

Which HPE storage product provides flash-based block storage to the LAN?

A. HPE StoreOnce 3000/5000

B. HPE StoreEasy 3000

C. HPE D6000

D. HPE MSA 2042

Correct Answer: B

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