HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

For customers, what is an advantage of utilizing Ethernet storage solutions?

A. Ethernet is tar faster and more reliable than Fibre Channel solutions.

B. The Ethernet storage solution can mix HDDs and SSDs. which is not allowed with Fibre Channel solutions.

C. The customer\\'s IT personnel will not have to acquire specialized skills to deploy the storage network.

D. Ethernet is a made-for-storage technology that is exclusively used in storage solutions.

Correct Answer: C

QUESTION 2

What is an advantage of using tower servers?

A. They can be stacked in data center racks in order to save floor space.

B. They save space, power, and cooling due to their compact storage in customized enclosures.

C. Their standardized design allows for simplified cabling.

D. They can be stored in areas that have no formal structure to house them.

Correct Answer: C

QUESTION 3

A customer want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

A. The APs are ready to become discovered and controlled by an Aruba controller out of the box.

B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.

C. The customer only needs to configure one AP; other APs automatically take their configuration from it.

D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

QUESTION 4

A customer needs 24x7 support and to have a guarantee that the hardware is operational within six hours after a call is opened. Which support package meets the needs of this customer?

A. HPE Foundation Care 24x7.

![Pass2Lead](https://Pass2Lead.com)
B. HPE Proactive Care 24x7.

C. HPE Enhanced Escalation Care.

D. HPE Foundation Care Call to Repair 6hr CTR.

Correct Answer: B

QUESTION 5

Which value proposition is most likely to resonate with small and medium organizations that are seeking a server solution\\'?

A. HPE BladeSystems can be deployed at remote offices without the need for a server closet.

B. HPE servers are efficient as well as simple to deploy and use.

C. HPE servers offer many technologies for IT staff to tune and optimize.

D. HPE tower servers are designed specifically for the datacenter environment.

Correct Answer: C

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