

# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

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**QUESTION 1**

Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

- A. How is your business affected when you don't have enough IT capacity when you need it?
- B. How much time does your IT department spend on keeping track of licenses and assigned assets?
- C. How are you securing your employees' desktops against ransomware?
- D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?

Correct Answer: B

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**QUESTION 2**

How does digital disruption affect customers purchasing decisions for storage solutions?

- A. To support the new generation of apps and data, customers need the right storage solutions designed to cope with these new demands.
- B. To develop an intelligent infrastructure, customers need to migrate the majority of their infrastructure to the public cloud.
- C. To complete with cloud-based companies, most IT organizations IT departments are doubling or tripling IT budgets compared to five years ago.
- D. To go digital, companies need to virtualize their data center, which begins with virtual storage.

Correct Answer: D

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**QUESTION 3**

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

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**QUESTION 4**

Which customer characteristic indicates a good opportunity for selling HPE GreenLake Flex Capacity?

- A. The customer prefers to handle support in-house.
- B. The customer is an SMB that needs greater flexibility.
- C. The customer is focused on price and has little interest in cloud.
- D. The customer anticipates 10 percent growth year over year.

Correct Answer: A

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#### QUESTION 5

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

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