

HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

What is the way that HPE GreenLake Flexible Capacity helps to reduce costs for HPE storage customers?

- A. It provides elastic capacity, which ensures that customers always have the capacity they need, but only pay for what they use.
- B. It provides storage capacity through a leasing model, which allows customers to trade in old systems at the end of the term.
- C. It stores all data in the HPE public cloud, which provides capacity at a lower cost than on-premises capacity.
- D. It provides AI capabilities that automate common maintenance tasks, which reduces ongoing IT expenses.

Correct Answer: A

QUESTION 2

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 3

How does HPE Pointnext provide a key distinguishing feature for HPE multi-cloud solutions?

- A. It provides a multi-cloud management platform that gives customers visibility across their on-premises environment and multiple clouds.
- B. It helps customers identify maturity gaps and plan their cloud strategy, factoring in people, processes, and technology.
- C. It provides an easy to use API that enables customers to integrate their multi-cloud solution with a broad ecosystem of third-party applications.
- D. It helps customers to operate more efficiently by giving customers a pay-per-use funding model for both HPE and partner vendor infrastructure.

Correct Answer: B

QUESTION 4

Which is an example of value-based selling?

- A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify management.
- B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.
- C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.
- D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

Correct Answer: D

QUESTION 5

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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