

HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

How does HPE OneSphere help customers to control cloud spending?

- A. HPE OneSphere uses AI to improve performance for cloud workloads, enabling the customer to pay for fewer resources for each workload.
- B. HPE unifies payments for all cloud environments under a single payment managed through the HPE OneSphere service.
- C. HPE OneSphere provides a dashboard with real-time cost and utilization metrics across multiple cloud environments.
- D. HPE OneSphere moves all cloud workloads back on-premises and then provides a pay-per-use model for the on-premises workloads.

Correct Answer: C

QUESTION 2

Acu5tomer needs a solution (or scoring backup Data. The solution should also support rapid data recovery.

Which solution should you recommend?

- A. HPE Apollo and HPE 3PAR
- B. HPE Apollo and HPE Synergy
- C. HPE StoreOnce and HPE Nimble Adaptive Flash
- D. HPE 3SPAR and HPE infoSight

Correct Answer: C

QUESTION 3

Which customer profile indicates a good opportunity for HPE Composable Fabric?

- A. We know we need a stronger and more reliable wireless network to support our mobile workforce and empower our users to be productive.
- B. We are Looking for ways to better utilize our resources so that we no longer need to over-provision each rack of servers.
- C. We have implemented an Internet of Things I (oT) solution with IoT devices deployed at the edge, but we need better security to protect them.
- D. We have a lot of critical workloads running in our data center, so we need a storage solution built for backup and redundancy.

Correct Answer: D

QUESTION 4

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

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-premise resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge's in leveraging value from the company's data

Correct Answer: B

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