

# HPE2-E72<sup>Q&As</sup>

Selling HPE Hybrid Cloud Solutions

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#### **QUESTION 1**

For which customers does the HPE 100% Availability Guarantee apply?

- A. For all customers with any HPE storage array
- B. For all customers with HPE Nimble and HPE RMC
- C. For all customers with any HPE storage array and HPE Datacenter support or higher
- D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Reference: https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw

#### **QUESTION 2**

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

#### **QUESTION 3**

Which issue is one of the business drivers for HPE GreenLake?

- A. Flat growth
- B. Increased price competition
- C. Inefficient workflows for line of business
- D. Long procurement cycles

Correct Answer: B

# **QUESTION 4**

What is one benefit artificial intelligence providing for HPE composability?



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- A. Automating third-party integration with the HPE Unified API
- B. Providing template-based provisioning as part of HPE InfoSight
- C. Using predictive analytics to optimize the infrastructure
- D. Providing security analysis of HPE firmware

Correct Answer: C

#### **QUESTION 5**

What is a key distinguishing feature of HPE composable infrastructure solutions?

A. HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.

- B. HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.
- C. HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.
- D. HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

Correct Answer: C

Reference: https://www.hpe.com/us/en/what-is/composable-infrastructure.html

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