

# HPE2-E75<sup>Q&As</sup>

Selling HPE Edge-to-Cloud Solutions (2021)

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**QUESTION 1**

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization
- C. the need for flexible storage and compute scaling
- D. the need for data virtualization in the cloud

Correct Answer: A

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**QUESTION 2**

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE SGI
- B. HPE Synergy
- C. HPE ProLiant Gen10
- D. HPE Nimble

Correct Answer: B

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**QUESTION 3**

What is one way that HPE powers the Intelligent Edge?

- A. through its investments in processor-driven computing development
- B. by redefining mobile as high quality and secure
- C. by re-designing IoT hardware for security
- D. through its innovative industrial IoT apps

Correct Answer: D

Reference: <https://www.hpe.com/us/en/insights/articles/the-intelligent-edge-what-it-is-what-its-not-andwhy-its-useful-1704.html>

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**QUESTION 4**

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center,

although a few workloads run on bare metal. The customer also has some cloud services. The customer wants to continue using some public cloud services but bring other services back to the data center.

Which approach should you take with this customer?

- A. Take a services-led approach to help the customer unify their services in an automated hybrid cloud.
- B. Approach the customer with a pre-packaged HPE private cloud built on hyperconverged infrastructure.
- C. Help the customer plan how to update their database applications to better support big data and cloud object storage.
- D. Avoid wasting more time on this opportunity because the customer is already committed to public cloud.

Correct Answer: B

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#### QUESTION 5

How do IT teams typically spend the majority of their time?

- A. doing ongoing maintenance tasks
- B. creating new apps
- C. learning about next-gen technologies
- D. working on innovation initiatives

Correct Answer: A

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