

# HPE2-E68<sup>Q&As</sup>

Introduction to Selling HPE Solutions

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**QUESTION 1**

For which type of business is the Aruba AirWave designed?

- A. businesses that want to a simple and comprehensive solution for controlling BYOD devices
- B. businesses that want to own their management infrastructure
- C. businesses that want the flexibility of a subscription-based management solution
- D. businesses that want the convenience of a cloud-based management solution

Correct Answer: A

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**QUESTION 2**

What is an advantage of HPE versus its competitors in the server market?

- A. HPE has the broadest server portfolio in the market.
- B. HPE beats all of its competitors on price.
- C. HPE is the only manufacturer of both tower and rack servers.
- D. Due to its smaller size. HPE offers customers a more personable experience.

Correct Answer: C

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**QUESTION 3**

How can HPE ProLiant servers help customers to reduce IT costs?

- A. by providing up to 3 times more compute capacity than competitive systems.
- B. by including a built-in HPE proprietary virtualization layer that enables customers to virtualize more quickly.
- C. by supporting cartridges optimized for different workloads that customers can easily replace if their needs change.
- D. by providing an out-of-the-boy Software as a Service (SaaS) service portal.

Correct Answer: A

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**QUESTION 4**

How long do customers receive free business hours technical phone support upon purchasing Aruba Instant APs?

- A. 90 days
- B. 30 days

C. life of the product

D. 5 years

Correct Answer: C

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**QUESTION 5**

Which HPE tool provides a console for patching and maintaining the firmware and drivers on multiple HPE servers?

A. Insight Inline.

B. Smart Update Manager.

C. iLO RESTful API.

D. HPE iLO.

Correct Answer: C

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**QUESTION 6**

For customers, what is an advantage of utilizing Ethernet storage solutions?

A. Ethernet is far faster and more reliable than Fibre Channel solutions.

B. The Ethernet storage solution can mix HDDs and SSDs, which is not allowed with Fibre Channel solutions.

C. The customer's IT personnel will not have to acquire specialized skills to deploy the storage network.

D. Ethernet is a made-for-storage technology that is exclusively used in storage solutions.

Correct Answer: C

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**QUESTION 7**

Which device is specifically designed as an entry-level unmanaged Layer 2 Gigabit Ethernet network device?

A. HPE OfficeConnect 1420.

B. Aruba 1320.

C. HPE OfficeConnect 1950.

D. OfficeConnect M210.

Correct Answer: B

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**QUESTION 8**

An SMB customer wants a storage appliance that provides a highly available backup architecture. Which HPE product line should you recommend?

- A. HPE StoreVirtual
- B. HPE StoreEasy
- C. HPE StoreServ
- D. HPE StoreOnce

Correct Answer: A

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#### QUESTION 9

A customer has been using an HPE MSA 2040, but has grown significantly over the year. The customer wants a disk-based hybrid flash solution that will continue to grow with the business. Which HPE product meets the customer need?

- A. HPE D6000.
- B. HPE StoreEasy 1640.
- C. HPE 3PAR StoreServ 8200.
- D. HPE StoreVirtual 3200.

Correct Answer: D

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#### QUESTION 10

A new customer wants a storage solution that can grow as their storage needs grow, and that will protect and leverage their initial investment. Why would the MSA 1040 be a good match?

- A. It allows data-in-place migrations to the MSA 2040 and MSA 2042.
- B. It can utilize available storage residing on x86 servers that are no longer used.
- C. It can be deployed in affordable building blocks to match growth.
- D. HDD drives can be hot swapped with larger SSD drives.

Correct Answer: B

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#### QUESTION 11

How can HPE Insight Online benefit customers?

- A. saves them money by shifting monitoring tasks from internal IT to HPE support services
- B. saves them time by providing a simple way to track warranty contracts

- C. saves them time by comparing HPE products online with their equivalent competitive alternatives
- D. provides great agility to IT teams by offering user on-demands provisioning

Correct Answer: D

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**QUESTION 12**

Which HPE storage product provides flash-based block storage to the LAN?

- A. HPE StoreOnce 3000/5000
- B. HPE StoreEasy 3000
- C. HPE D6000
- D. HPE MSA 2042

Correct Answer: B

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**QUESTION 13**

How do UC applications tend to affect customer networks?

- A. They introduce the need for dedicated firewall appliances connected to each edge switch.
- B. They increase traffic at the network edge and increase speed requirements.
- C. They increase the amount of latency that network devices can tolerate.
- D. They make the types of traffic that flow through the network more uniform.

Correct Answer: A

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**QUESTION 14**

A customer wants to buy network switches that will support a wireless AP infrastructure that needs to stay up on a 24/7 basis. The APs will be located above the ceiling where there are no power outlets. Which feature must the switches have to meet this criteria?

- A. stacking.
- B. WFA2 enabled.
- C. Spanning Tree Protocol.
- D. PoE+.

Correct Answer: D

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**QUESTION 15**

A customer is expanding from one site to three and needs a network device that connects all six offices dispersed throughout the country. Which type of device meets this criteria?

- A. WAN router.
- B. firewall.
- C. unmanaged switch.
- D. Layer 2 switch.

Correct Answer: B

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