HPE2-E68^Q&As

Introduction to Selling HPE Solutions

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QUESTION 1

What is a major factor in influencing many small to medium businesses to require wireless network solutions?

A. the growing BYOD movement.

B. the need to increase connection speed.

C. the need to support legacy devices.

D. the need for greater security.

Correct Answer: A

QUESTION 2

A customer is interested in purchasing some Aruba Instant APs for a new wireless infrastructure but wants to know how they are controlled. Which statement is true about the control process?

A. The Aruba Instant APs require Aruba Central to control them.

B. The first AP installed becomes the master and provides controller functions.

C. The Aruba Instant APs require Aruba AirWvave to control them.

D. The customer purchases a special master AP. which provides controller functions.

Correct Answer: A

QUESTION 3

What is a key benefit for an HPE partner when selling HPE IT Support Services?

A. increases revenue because customers upgrade their infrastructure more frequently.

B. prevents customers from moving to private cloud solutions.

C. allows the partner to bill the customer on a variable cost structure.

D. allows the partner to position themself as a trusted advisor.

Correct Answer: A

QUESTION 4

A new Customer wants to purchase the first server for a small office environment. The server will support basic business applications such as resource and file sharing. Which server best suits these needs?

A. HPE ProLiant MicroServer

B. HPE ProLiant BL660c Gen9

C. HPE ProLiant DL120 Gen9

D. DL360 Gen9

Correct Answer: D

QUESTION 5

What is one benefit of the Aruba Mobile First infrastructure for SMB customers?

A. It features only unmanaged switches, which makes deployments faster and less challenging.

B. it automatically denies BYOD devices network access, which increases 1 security.

C. It uses a single, unified architecture, which improves manageability.

D. It provides a catalog of SaaS applications to mobile users, which is ideal for SMBs who need cloud computing.

Correct Answer: D

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