



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

Introduction to Selling HPE Solutions

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#### QUESTION 1

What is a feature of fully managed HPE OfficeConnect Switches?

- A. They support backplane stacking, so one switch can manage the entire stack.
- B. They allow full control over all ports and offer multiple configuration options.
- C. They can be managed by either Aruba Central or Airwave.
- D. Any one device can manage all others through SNMP management features.

Correct Answer: C

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#### QUESTION 2

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 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-box Software as a Service (SaaS) service portal.

Correct Answer: A

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#### QUESTION 4

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 5

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

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