



# HPE2-E70<sup>Q&As</sup>

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#### QUESTION 1

What common trend is pushing customers toward intelligent storage solutions such as HPE storage?

- A. the increasing IT expertise level in developers
- B. the increasing volume of data
- C. the shortage of storage capacity in public clouds
- D. the increasing cost of flash storage

Correct Answer: B

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#### QUESTION 2

Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

- A. How is your business affected when you don't have enough IT capacity when you need it?
- B. How much time does your IT department spend on keeping track of licenses and assigned assets?
- C. How are you securing your employees' desktops against ransomware?
- D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?

Correct Answer: B

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#### QUESTION 3

A customer expresses a concern that an HPE GreenLake Flex Capacity solution will lock the company into HPE. What should you respond?

- A. While HPE GreenLake Flex Capacity supports only HPE, this enables customers to simplify and keep costs down.
- B. HPE GreenLake Flex Capacity allows customers to compare the HPE solution and a third-party solution during a testing period.
- C. HPE GreenLake Flex Capacity allows customers to include third-party products in their solution.
- D. While HPE GreenLake Flex Capacity supports only HPE, HPE has the longest track record of success.

Correct Answer: A

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#### QUESTION 4

A customer is interested in achieving cloud economics and flexibility for workloads. Which characteristic indicates that the customer cloud be a good prospect for an HPE GreenLakeFlex Capacity solution?



- A. The customer is concerned about security, compliance, and control over its resources.
- B. The customer needs a cloud management platform which its IT staff can monitor all workloads.
- C. The customer wants to enhance employee productivity with better connectivity to the cloud.
- D. The customer wants to shift most of the budget back to upfront CAPEX costs.

Correct Answer: B

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#### QUESTION 5

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

- A. HPE Composable Cloud for ProLiant DL
- B. HPE SimpliVity with Composable Fabric
- C. HPE Nimble
- D. HPE OneSphere

Correct Answer: A

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