



HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

QUESTION 2

What is a feature that makes HPE OneSphere stand out from the competition?

- A. It integrates with HPE InfoSight to provide lifecycle management for servers and networking.
- B. It can be combined with consumption-based funding models such as HPE GreenLake Flex Capacity.
- C. It is the first multi-cloud platform that is based on artificial intelligence (AI) and machine learning.
- D. It builds private cloud services using unique and proprietary HPE virtualization technologies.

Correct Answer: B

QUESTION 3

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

QUESTION 4

What is the way public cloud solutions introduce security risks to customers?



- A. By law, public cloud providers are required to disclose the names and locations of their customers.
- B. The shared, multi-tenant nature of the public cloud opens up additional avenues of attack.
- C. It is easier to code viruses for the public cloud, making it a common starting point for hackers.
- D. Public cloud providers offer zero security measures so any one can access confidential data at any time.

Correct Answer: D

QUESTION 5

What is a benefit of an HPE GreenLake Flex Capacity solution?

- A. It helps customers optimize cloud storage capacity with dashboards geared toward IT generalists.
- B. It distributes customer data among multiple clouds in order to increase resiliency.
- C. It provides sophisticated metering that helps customers better understand their IT consumption.
- D. It requires companies to move from a CapEx funding model to a lease, which includes a service level agreement (SLA).

Correct Answer: A

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