



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

Selling the Value of HPE Hybrid IT Solutions

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### QUESTION 1

A small business is growing so the HPE MSA storage solution they purchased three years ago no longer meets their capacity requirements. The customer typically waits as long as possible to update their infrastructure.

Which solution would you recommend?

- A. The customer could use HPE Cloud Bank Storage on HPE MSAs to move storage to the cloud, regardless of workload.
- B. The customer could benefit from HPE OneSphere, which would enable them to migrate their storage to a public cloud and manage all their workloads across a hybrid cloud environment.
- C. The customer is a good candidate for HPE Financial Services, which could help them extract value from the MSA solution and apply it to an HPE Nimble solution.
- D. The customer is an ideal candidate for HPE GreenLake Flex Capacity, based on their size and the frequency of their hardware upgrades.

Correct Answer: B

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### QUESTION 2

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

- A. They cause over-provisioning.
- B. They lack flexibility.
- C. They lack security.
- D. They cannot scale.

Correct Answer: C

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### 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

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#### QUESTION 4

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

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#### QUESTION 5

What business benefit does the Composable Fabric provide beyond the HPE SimpliVity solution alone?

- A. It enables software-optimized data deduplication, which is more efficient than hardware-based deduplication.
- B. It adds a Data Virtualization Platform and data protection features, which SimpliVity alone does not support.
- C. It enables broader scalability for the HPE SimpliVity solution both within and between racks.
- D. It provides plug-ins that enable the HPE SimpliVity solution to extend into public AWS and Microsoft Azure clouds.

Correct Answer: C

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