



# HPE2-E71<sup>Q&As</sup>

HP Introduction to Selling HPE Products, Solutions and Services Exam

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### QUESTION 1

What is the business value of HPE Persistent Memory?

- A. It increases the size of traditional storage, allowing customers to store more data.
- B. It includes custom server profiles that are tuned to specific workloads.
- C. It delivers new levels of performance for customers\' workloads.
- D. It enables jitter smoothing, which reduces fluctuations in the processor.

Correct Answer: C

Reference: <https://h20195.www2.hpe.com/v2/getpdf.aspx/c04939369.pdf?ver=3>

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### QUESTION 2

What is one reason SMBs are interested in cloud solutions?

- A. Cloud provides a pay-as-you-go funding model that helps SMBs improve their bottom line.
- B. Cloud gives SMBs a computing model that meets all of their IT and business requirements.
- C. Cloud gives SMBs better control over their data than can be achieved with an on-premises solution.
- D. Cloud helps SMBs achieve 100% compliance with industry regulations.

Correct Answer: A

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### QUESTION 3

A customer requires a core switch for a large campus network. Which switch would you recommend?

- A. Aruba 8400 Series Switch
- B. Aruba 5400R zl2 Series Switch
- C. Aruba 3810M Series Switch
- D. Aruba 2930M Series Switch

Correct Answer: A

Reference: <https://www.arubanetworks.com/products/networking/switches/8400-series/>

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### QUESTION 4

What is one initiative that SMBs are pursuing to achieve the same IT-centric vision that enterprises have?



- A. Define the boundaries between IT and line of business managers
- B. Create more data center silos
- C. Improve customer relationships
- D. Significantly increase their IT budget for maintenance

Correct Answer: C

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#### QUESTION 5

How does HPE SimpliVity 380 deliver better data efficiency than other hyperconverged solutions without compromising application performance?

- A. It offloads optimization to HPE SimpliVity Accelerator Card so compute resources can run virtual machines (VMs).
- B. It provides more DRAM to handle optimization, deduplication, and compression functions.
- C. It runs optimization, deduplication, and compression as background processes and prioritizes applications.
- D. It dedicates one compute resource to optimization, reserving the other compute resources for applications.

Correct Answer: C

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