HPE2-E71^{Q&As}

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QUESTION 1

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

A. HPE GreenLake Flex Capacity

B. HPE Transition Services

C. HPE Technology Refresh

D. HPE Subscription

Correct Answer: C

Reference: https://www.hpe.com/us/en/services/promotions-americas.html

QUESTION 2

Your customer is looking for a flash storage solution that enables them to move data between on-premises arrays and the cloud. Which HPE storage solution would you recommend?

A. HPE MSA

B. HPE Nimble

C. HPE StoreVirtual

D. HPE StoreEasy

Correct Answer: B

Reference: https://www.hpe.com/emea_europe/en/storage/nimble.html

QUESTION 3

You have qualified your customer for a storage virtualization use case. Your customer tells you about 45% of their servers are virtualized, but they need to improve scalability before they increase their virtualization.

Where is this customer in their virtualization journey?

A. Expanding

B. Getting started

C. Planning

D. Growing

Correct Answer: C

Reference: https://www.google.com/url? sa=tandrct=jandq=andesrc=sandsource=webandcd=1andved=2ahUKEwivkdD
Q3NDjAhVUDWMBHXQHClwQFjAAegQI ARACandurl=ftp%3A%2F%2Fftp-boi.external.hp.com%2Fpub%2Fc-
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QUESTION 4

Your customer wants to know why she should deploy HPE MSA over a competing solution. What is one thing you can tell this customer?

A. MSA provides application-level encryption to secure the company\\'s data.

B. MSA is the only flash solution that is affordable enough for a small company.

C. MSA is a leading disk enclosure solution that greatly simplifies capacity expansion.

D. MSA has been the leading entry-level Fibre Channel array for nine years.

Correct Answer: B

Reference: https://community.hpe.com/t5/Around-the-Storage-Block/New-HPE-MSA-entry-storageinnovation-More-
affordable-flash/ba-p/7018039

QUESTION 5

An SMB customer has an expanding SQL database deployment and needs to virtualize and consolidate the storage for a more efficient solution. The customer wants a simple flash solution that gives great performance, and the customer does not care about having the broadest feature set or control over every configuration. Instead, the customer wants a solution that can be deployed in their virtualized environment without hassle and that offers data services such as optimization without a lot of turning from IT. Which HPE solution family should you recommend?

A. HPE 3PAR

B. HPE MSA

C. HPE Nimble

D. HPE StoreEasy

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/storage/vdi-storage.html