



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

HP Introduction to Selling HPE Products, Solutions and Services Exam

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#### QUESTION 1

Which describes the HPE SimpliVity 380?

- A. Software-defined and hardware optimized
- B. Built on the HPE Apollo Gen10 Server
- C. Designed specifically for companies that need a VDI solution but have space constraints
- D. Optimized for compute-intensive workloads, rather than storage-intensive workloads

Correct Answer: A

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#### QUESTION 2

What are business values of HPE SimpliVity? (Select two.)

- A. SimpliVity eliminates the need for data center core switches.
- B. SimpliVity integrates up to five core data center activities, simplifying IT operations.
- C. A majority of companies using HPE SimpliVity report a dramatic improvement in application performance.
- D. Companies can deploy services and applications more quickly, allowing IT to focus on innovation.
- E. IT can choose from a suite of management tools, allowing them to use the tool that is best suited for their IT staff's skill sets.

Correct Answer: CD

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#### QUESTION 3

Which HPE storage solution is targeted to customers who want, not only to store backup data, but also to put that data to work?

- A. HPE MSA
- B. HPE StoreEver
- C. HPE StoreEasy and RMC
- D. HPE Nimble Adaptive Flash Array

Correct Answer: D

Reference: [https://www.hpe.com/emea\\_europe/en/storage/rmc-backup.html](https://www.hpe.com/emea_europe/en/storage/rmc-backup.html)

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#### QUESTION 4



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>

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#### QUESTION 5

A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

- A. Zero touch management
- B. Dynamic segmentation
- C. Web content filtering
- D. Adaptive Radio Management
- E. ClientMatch

Correct Answer: BE

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