



HPE2-E71^{Q&As}

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QUESTION 1

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

QUESTION 2

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

- A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.
- B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.
- C. The customer needs a storage solution that includes backup and replication capabilities.
- D. The customer is looking for a way to reduce the time it takes to provision and manage employees' desktops.

Correct Answer: A

QUESTION 3

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.



E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

QUESTION 4

Your customer wants to know why she should use HPE Pointnext. Which statistic can you share to demonstrate HPE's success with services engagements?

- A. Approximately 2,900 HPE Services specialists join the worldwide HPE team annually.
- B. HPE partners add more than 20,000 services engagements to HPE Pointnext annually.
- C. The customer satisfaction rating for HPE services is nearly 100%.
- D. 99% of customers purchase additional HPE solutions after they experience an HPE Services engagement.

Correct Answer: D

QUESTION 5

How do a company's IT requirements change when implementing a hyperconverged solution?

- A. IT specialists are needed to manage the storage, server, and networking components.
- B. IT has a suite of tools to plan and optimize the storage and server components.
- C. An IT generalist can manage the entire hyperconverged solution.
- D. IT can maintain their server and storage siloes while reducing the time it takes to manage them.

Correct Answer: B

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