HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is one benefit of the HPE GreenLake workloads?

A. They include all of the solutions available through HPE GreenLake.

B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.

C. They decrease the time it takes sales professionals to provide a quote.

D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake/workloads.html

QUESTION 2

What is an accurate, helpful description of HPE GreenLake?

A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go funding.

B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.

C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.

D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: https://www.hpe.com/us/en/services/it-consumption.html

QUESTION 3

What is one major challenge that keeps many customers from obtaining insights from their data?

A. Their data is spread across a complex hybrid environment

B. Their C-level executives do not recognize the value of analytics

C. They cannot afford to store their data on flash drives

D. They have not collected enough data to analyze

Correct Answer: A

QUESTION 4

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

A. Challenges in helping the company manage a lower than expected growth rate of 2%.

B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.

C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.

D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

QUESTION 5

For which customers does the HPE 100% Availability Guarantee apply?

A. For all customers with any HPE storage array

B. For all customers with HPE Nimble and HPE RMC

C. For all customers with any HPE storage array and HPE Datacenter support or higher

D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Reference: https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw

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