



# HPE2-E72<sup>Q&As</sup>

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>

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### QUESTION 2

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of onprem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

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### QUESTION 3

What is one benefit of the HPE acquisition of MapR for HPE customers?

- A. HPE has added MapR's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.
- B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.
- D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

Correct Answer: C

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Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligentdata-platform-with-acquisition-of-mapr-business-assets.html>

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#### QUESTION 4

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?

- A. SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.
- B. SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.
- C. Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.
- D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

Correct Answer: C

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#### QUESTION 5

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

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