

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

Selling HPE Hybrid Cloud Solutions

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#### **QUESTION 1**

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: https://www.1rti.com/the-advantages-of-hpe-infosight/

#### **QUESTION 2**

What is one way that HPE helps customers to make their data center more agile?

- A. The HPE Unified API is an AI-driven engine for helping customers to analyze and optimize their workloads.
- B. HPE InfoSight helps customers to reduce the scripts that they use to provision servers from hundreds of lines to one.
- C. HPE Composable Fabric solutions help customers to gain more visibility into where their data is stored on-prem or in the cloud.
- D. HPE Composable Infrastructure solutions help customers to compose compute and storage for workloads on demand.

Correct Answer: D

Reference: https://www.hpe.com/us/en/integrated-systems/synergy.html

### **QUESTION 3**

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company\\'s needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?
- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

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#### **QUESTION 4**

What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

Correct Answer: B

Reference: https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack

#### **QUESTION 5**

What issue with public cloud leads some companies to move workloads back on-premises?

- A. Limited scalability
- B. Time consuming manual configuration
- C. Underutilized resources
- D. Lack of control

Correct Answer: D

Reference: https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html

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