



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

Selling HPE Hybrid Cloud Solutions

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### QUESTION 1

What is a key distinguishing feature of HPE composable infrastructure solutions?

- A. HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.
- B. HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.
- C. HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.
- D. HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

Correct Answer: C

Reference: <https://www.hpe.com/us/en/what-is/composable-infrastructure.html>

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### QUESTION 2

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: [https://www.hpe.com/emea\\_europe/en/services/financial-services.html](https://www.hpe.com/emea_europe/en/services/financial-services.html)

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### QUESTION 3

Which correctly describes how customers are using public cloud today?

- A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
- B. A majority of customers now run the majority of their workloads in the public cloud.
- C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
- D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.



Correct Answer: D

Reference: <https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-comparedaws-outposts-vs-azure-stack-vs-google-anthos.html>

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#### QUESTION 4

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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#### QUESTION 5

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/>

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