



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

QUESTION 2

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer puts absolute zero downtime at the top of their list of requirements.
- B. The customer is looking for a simple storage solution for their VMware environment.
- C. The customer is looking for a software-defined storage solution to store files for big data.
- D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C

QUESTION 3

What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

- A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.
- B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.
- C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.
- D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

Correct Answer: D

QUESTION 4

Which statement indicates that the customer could be a good candidate for HPE's composable and software-defined solutions?



- A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."
- B. "We want to upgrade our rack servers as simply as possible. We\\re not expanding quickly."
- C. "IoT is presenting a lot of security threats that we are not prepared to address."
- D. "We can\\t seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

QUESTION 5

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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