



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

Selling HPE Hybrid Cloud Solutions

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### QUESTION 1

Which statement accurately describes HPE Synergy?

- A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.
- B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.
- C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.
- D. HPE Synergy is designed to provide density-optimized storage and compute for the customer's most demanding workloads.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/servers/density-optimized.html>

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### 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

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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

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

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>

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#### QUESTION 5

A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?

- A. With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
- B. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
- C. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
- D. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.

Correct Answer: C

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