



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

Selling HPE Hybrid Cloud Solutions

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#### QUESTION 1

What is one major challenge that keeps many customers from obtaining insights from their data?

- A. Their data is spread across a complex hybrid environment
- B. Their C-level executives do not recognize the value of analytics
- C. They cannot afford to store their data on flash drives
- D. They have not collected enough data to analyze

Correct Answer: A

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#### QUESTION 2

You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in helping the company manage a lower than expected growth rate of 2%.
- B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
- C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
- D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

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#### QUESTION 3

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 4

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customers\\' data to HPE StoreOnce Catalyst, making upgrades



unlikely to be necessary.

B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.

C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.

D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B

Reference: [https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26\\_source.PDF](https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF)

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## QUESTION 5

Why is TCO an important consideration for potential HPE GreenLake customers?

A. Customers should understand TCO is not important because the cost of HPE GreenLake cannot be compared with the cost of traditional IT.

B. Discussing TCO with customers will help them understand the large, upfront costs required for HPE GreenLake.

C. Customers need to understand that TCO decreases with HPE GreenLake because customers do not refresh their infrastructure as often.

D. By helping your customers recognize the high cost of overprovisioning, you can help them understand the advantages of HPE GreenLake.

Correct Answer: D

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