



# HPE2-E75<sup>Q&As</sup>

Selling HPE Edge-to-Cloud Solutions (2021)





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#### QUESTION 1

What is one way that HPE Synergy helps customers reduce costs?

- A. It reduces over-provisioning by allowing the redefinition of resources for current needs.
- B. It allows customers to shift from a traditional workplace to a more efficient open office.
- C. It permits customers to move expensive analytics away from the core to the edge.
- D. It helps customers identify the legacy hardware that consumes the most power.

Correct Answer: A

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#### QUESTION 2

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services. Which approach should you take with this customer?

- A. Take a services-led approach to transform the customer data environment with cloud storage solutions.
- B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.
- C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.
- D. Take a services-led approach to transform the customer data center into a full software-defined infrastructure.

Correct Answer: D

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#### QUESTION 3

A customer needs to analyze very large amounts of data and has reached a dead-end in increasing the speed of results. Which HPE innovation has been proven to accelerate analytic applications such as Spark?

- A. unified API
- B. memory-driven computing
- C. software-defined infrastructure
- D. latest generation processors

Correct Answer: B

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#### QUESTION 4

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on bare metal. The customer also has some cloud services. The customer wants to



continue using some public cloud services but bring other services back to the data center.

Which approach should you take with this customer?

- A. Take a services-led approach to help the customer unify their services in an automated hybrid cloud.
- B. Approach the customer with a pre-packaged HPE private cloud built on hyperconverged infrastructure.
- C. Help the customer plan how to update their database applications to better support big data and cloud object storage.
- D. Avoid wasting more time on this opportunity because the customer is already committed to public cloud.

Correct Answer: B

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#### QUESTION 5

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to support virtualized workloads from leading vendors such as VMware
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to integrate IoT devices into the network with minimal security risks
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Correct Answer: D

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