HPE2-E75^{Q&As}

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QUESTION 1

You are investigating an HPE Hybrid IT sates opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What floes the use ofthese tools Indicate about the opportunity?

A. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.

B. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.

C. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-programmable infrastructure.

D. Thiscustomer is probably a better prospect for HPE Intelligent Edge, because the company needs a modern network environment to use these tools successfully.

Correct Answer: C

QUESTION 2

What is one way that HPE powers the Intelligent Edge?

A. through its investments in processor-driven computing development

B. by redefining mobile as high quality and secure

C. by re-designing loT hardware for security

D. through its innovative industrial loT apps

Correct Answer: D

Reference:https://www.hpe.com/us/en/insights/articles/the-intelligent-edge-what-it-is-what- its-not-andwhy-itsuseful-1704.html

QUESTION 3

What is one way HPE and Arubasolutions help to enhance security?

A. They confine data and memory-driven computing to the network core.

B. They build a silicon root of trust into IoT device hardware.

C. They can onboard, monitor, and apply policies to BYOD and IoT devices.

D. They ensure that archived data is encrypted and compliant with regulations.

Correct Answer: C

QUESTION 4

A customer has an Aruba Mobile First Network. Which need indicates that the customer could be a good prospect for an additional Aruba security solution?

A. the need to secure guest and BYOD access

B. the need to track meeting room utilization

C. the need to protect servers against malware at the silicon level

D. the need to encrypt big data and archived data

Correct Answer: A

QUESTION 5

You are meeting with a hybrid ITprospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

A. The customer has already allocated a significant portion of their IT budget to a competing solution.

B. The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.

C. The customer wants to shift from a CAPEX model to an OPEX model.

D. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Correct Answer: B

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