



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

Selling HPE Edge-to-Cloud Solutions (2021)

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#### QUESTION 1

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

- A. IT provides a competitive advantage for the company.
- B. IT needs to plan more extensively before making any changes.
- C. IT now makes most purchasing decisions on its own.
- D. IT plays a supportive role in the background.

Correct Answer: A

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#### QUESTION 2

What are some of the services supported by an HPE Intelligent Workspace solution?

- A. desktop management and provisioning with HPE Unified API
- B. desk hoteling and dynamic space scheduling
- C. rapid deployment and management of HPC clusters
- D. DevOps and Platform as a Service (PaaS)

Correct Answer: B

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#### QUESTION 3

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

- A. 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.
- B. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
- C. This customer is probably a better prospect for HPE intelligent Edge, because the company needs a modern network environment to use these tools successfully.
- D. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-Programmable infrastructure.

Correct Answer: D

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#### QUESTION 4



You are meeting with a customer who is considering a VDI solution. Which customer characteristic indicates that an HPE hosted desktop solution could meet the customer's needs better than traditional VDI?

- A. IT wants to deploy virtual desktop environments directly from VMware.
- B. Users need to run demanding, graphics-intensive applications.
- C. The customer prefers application visualization to VDI.
- D. IT has an initiative to centralize and consolidate desktop management.

Correct Answer: D

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#### QUESTION 5

How does HPE Flexible Capacity benefit customers?

- A. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
- B. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
- C. It allows them to have the infrastructure capacity that they need but pay only for what they use.
- D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Correct Answer: C

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