



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

Selling HPE Edge-to-Cloud Solutions (2021)

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#### QUESTION 1

What is one unique benefit of an HPE hosted solution?

- A. The HPE solution uses a hypervisor to host several virtual machines on the same hardware.
- B. HPE optimizes for price over performance because that is what customers need today.
- C. The HPE solution is powered by industry-leading high performance computing (HPC) at the core.
- D. HPE can provide a tested, converged solution from the data center to the edge.

Correct Answer: D

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#### QUESTION 2

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. The customer needs to streamline the onboarding process for personal devices.
- C. Clients are asking for services that the business does not currently offer.
- D. Developers need to accelerate their development cycles for mobile apps.

Correct Answer: C

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#### QUESTION 3

Which type of digital disruption technology is so essential to real-time decision making that it is expected to support all IoT efforts within the next few years?

- A. composable infrastructure
- B. virtual reality
- C. augmented reality
- D. artificial intelligence

Correct Answer: D

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#### QUESTION 4

Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

- A. hospitality



- B. government
- C. manufacturing
- D. shipping

Correct Answer: C

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#### QUESTION 5

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 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. This customer 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

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