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QUESTION 1

What is one trend that is driving customers to implement Hadoop?

- A. the development of SQL databases
- B. the shift toward systems of record
- C. the proliferation of unstructured data
- D. the expansion of structured data

Correct Answer: C

QUESTION 2

Which customer is a good prospect for an HPE next-generation analytics solution?

- A. The customer has recently deployed a unified communications (UC) solution and is experiencing complaints about the quality.
- B. The customer knows that their data center is under-utilized and would like to consolidate applications using visualization.
- C. The customer has deployed IoT devices for their campus power and cooling systems and wants to gain insights from collected data.
- D. The customer is interested in accelerating the development cycle for cloud native apps and needs insight into IT operations.

Correct Answer: C

QUESTION 3

In talking to your customers, what would suggest an HPE Hybrid IT opportunity?

- A. The customer wants to know if better collaboration tools will improve employee productivity.
- B. The customer is interested in updating their wired and wireless network to include a unified management solution.
- C. The customer wants to implement user-based access to prevent unauthorized users from gaining access.
- D. The customer has been trying to automate their infrastructure but is seeing few results.

Correct Answer: D

QUESTION 4

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)



- A. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- B. increasing marketing budgets for server, storage, and hyperconverged products
- C. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- D. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions
- E. making strategic acquisitions that enable them to deliver complete solutions

Correct Answer: CD

QUESTION 5

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 protect servers against malware at the silicon level
- B. the need to track meeting room utilization
- C. the need to encrypt big data and archived data
- D. the need to secure guest and BYOD access

Correct Answer: D

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