

100% Money Back
Guarantee

Vendor:HP

Exam Code:HPE2-E70

Exam Name:Selling the Value of HPE Hybrid IT
Solutions

Version:Demo

QUESTION 1

You have qualified a customer for an intelligent storage solution. What is a topic that you should discuss in order to position the correct storage solution?

- A. IT staff's attitude toward AI and machine learning
- B. the advanced features required to support the business
- C. users' preference for complex or simple solutions
- D. the customer's size in terms of employees and income

Correct Answer: D

QUESTION 2

Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

- A. How is your business affected when you don't have enough IT capacity when you need it?
- B. How much time does your IT department spend on keeping track of licenses and assigned assets?
- C. How are you securing your employees' desktops against ransomware?
- D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?

Correct Answer: B

QUESTION 3

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

- A. They cause over-provisioning.
- B. They lack flexibility.
- C. They lack security.
- D. They cannot scale.

Correct Answer: C

QUESTION 4

Which trend is further complicating customers' hybrid IT environments?

- A. Companies must enhance the security of traditional IT to match the stronger security provided by public clouds.

- B. Most companies must acquire the necessary expertise to manage multiple clouds.
- C. A majority of companies are focusing on wireless, rather than wired, access in campus networks.
- D. Many companies cannot fund public cloud projects, creating a greater need for traditional IT.

Correct Answer: D

QUESTION 5

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer is still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

QUESTION 6

HPE software-defined infrastructure solutions are designed to meet the needs of what types of customers?

- A. Customers who are interested in moving all their workloads to a public cloud hosting service to remove the on-premises component of their IT.
- B. Customers who need to keep the data and processes of each team within the organization separated into individual silos.
- C. Customers who want to gain stronger and more reliable IT capabilities by adding more hardware to their existing traditional data center.
- D. Customers who are looking to replace their aging, complex infrastructure with a simplified and flexible solution.

Correct Answer: C

QUESTION 7

Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be.

Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

- A. Intelligent storage solutions
- B. Everything as a Service solutions
- C. Software-defined solutions
- D. Hybrid cloud solutions

Correct Answer: A

Intelligent storage is a storage system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data.

QUESTION 8

You explain that HPE OneView and HPE infrastructure support a unified API, and the customer asks what that means to the business. What should explain?

- A. The HPE Unified API consolidate all warranty and support information about the customer's solution into a single interface, reducing management time.
- B. The HPE Unified API enables customer to integrate third-party automation tools and provision infrastructure in one code, simplifying and accelerating IT.
- C. The HPE Unified API transforms legacy rack servers into hyper converged servers, which provide built-in data protection for the customer's valuable data.
- D. The HPE Unified API provides customers a single interface for their multi-cloud environment, giving customer more control and visibility into workloads.

Correct Answer: B

QUESTION 9

Your customer needs the highest level of availability and resiliency with scaleout performance to meet service level agreements (SLAs). Which HPE solution should you suggest?

- A. HPE Nimble
- B. HPE StoreOnce
- C. HPE MSA
- D. HPE 3PAR

Correct Answer: D

QUESTION 10

What is the way that HPE GreenLake Flexible Capacity helps to reduce costs for HPE storage customers?

- A. It provides elastic capacity, which ensures that customers always have the capacity they need, but only pay for what they use.
- B. It provides storage capacity through a leasing model, which allows customers to trade in old systems at the end of the term.
- C. It stores all data in the HPE public cloud, which provides capacity at a lower cost than on-premises capacity.
- D. It provides AI capabilities that automate common maintenance tasks, which reduces ongoing IT expenses.

Correct Answer: A

QUESTION 11

What is a way that HPE GreenLake Flex Capacity helps customers to reduce risk?

- A. It uses an AI-driven approach to capacity optimization, which reduces the risks that arise from human error.
- B. It enables customers to connect rack servers over a flat network infrastructure, which has a lower risk of failure.
- C. It uses a multi-cloud approach, which reduces vendor lock-in and also increases availability for resources.
- D. It lets them avoid the security and availability risks of public cloud while achieving high scalability.

Correct Answer: D

QUESTION 12

What is a benefit of HPE InfoSight?

- A. It uses predictive analytics to improve IT efficiency by solving issues before the customer is even alerted.
- B. It uses AI to determinate whether workloads should run in the cloud or on-premises.
- C. It allows customers to curb secondary data copy sprawl and provide compliance for Service Level Agreement (SLA) data protection requirements.
- D. It simplifies hardware lifecycle management with single pane of glass management.

Correct Answer: A