

# HPE2-E64<sup>Q&As</sup>

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### QUESTION 1

An SMB customer has purchased an HPE ProLiant DL360, which will be very important to their day-to-day operations and strategy implementation. Which HPE Foundation Care

package should you recommend to this customer?

- A. Foundation Care 24x7
- B. Foundation Care Exchange
- C. Foundation Call to Repair 6hr CTR
- D. Foundation Care Next Business Day

Correct Answer: C

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### QUESTION 2

Which benefit is provided to SMB customers by the features of HPE BladeSystem enclosures and HPE ProLiant server blades?

- A. extreme processing for business applications
- B. high density environment for dynamic workloads
- C. convergence for lower data center costs. ??
- D. fault tolerance for always-on performance.

Correct Answer: C

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### QUESTION 3

Which challenges do SMB customers often make for themselves when purchasing technology products and services? (Select two)

- A. They downsize from the solution that fits best to the one that fits their budget.
- B. They do not look at the full life cycle costs
- C. They purchase new equipment well before their old equipment is outdated
- D. They purchase from the vendor with the lowest bid
- E. They purchase more than they can really afford

Correct Answer: AB

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#### QUESTION 4

Which sentence describes the features and benefits of HPE ProLiant DL servers?

- A. HPE ProLiant DL servers are flexible tower solutions that are an ideal, easy-to-manage, first server solution
- B. HPE ProLiant DL servers are serviceable rack-mounted solutions with a water-cooled design.
- C. HPE ProLiant DL servers are versatile rack-optimized solutions with a balance of efficiency, performance, and management
- D. HPE ProLiant DL servers are convertible tower solutions that are easy to manage and service

Correct Answer: C

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#### QUESTION 5

What is the expected shelf life of data archived on HPE StoreEver Tape solutions ?

- A. 10 years
- B. 5 years
- C. 30 years
- D. 20 years

Correct Answer: C

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#### QUESTION 6

Which customer trigger can be addressed with Instant performance from Aruba Instant Access Points?

- A. The customer does not have an adequate number of IT professionals who have wireless knowledge.
- B. The Wi-Fi network was a significant investment for the customer.
- C. The Wi-Fi network does not meet the customer's business needs
- D. The Wi-Fi network is difficult to manage.

Correct Answer: C

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#### QUESTION 7

Which tool provides information about HPE storage products, the competition and where- to-sell scenarios?

- A. HPE Sales Builder for Windows (SBW)
- B. HPE Storage Product Reference Guide

C. HPE Storage SAN Design Reference Guide

D. HPE Product Bulletin

Correct Answer: B

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#### QUESTION 8

Which statement is correct about LTO tape drives as a solution for SMB customers?

A. LTO tape drive implementation and management is highly complex.

B. LTO tape drives provide an entry-level SAN solution.

C. LTO tape drives are very affordable

D. LTO tape drives have the highest cost for backup and archive

Correct Answer: D

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#### QUESTION 9

How do HPE networking products support software-defined networking (SDN)?

A. Many of the existing HPE switches are SDN-enabled and use open-standard technologies

B. HPE offers many switches and routers that support SDN, with an additional SDN license required.

C. HPE is currently focused on its cloud portfolio rather than SDN.

D. HPE offers several special SDN models in its router portfolio.

Correct Answer: A

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#### QUESTION 10

A customer has experienced rapid data growth and is interested in an affordably priced, non-disruptive solution with a single architecture that can scale with their growth. Which HPE Storage solution is most appropriate?

A. HPE 3PAR StoreServ

B. HPE StoreAll

C. HPE MSA

D. HPE StoreOnce

Correct Answer: A

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#### QUESTION 11

Which key customer challenges can be addressed by an HPE Storage solution? (Select two).

- A. managing data growth.
- B. securing remote access devices
- C. improving data backup and recovery
- D. deploying applications throughout the company.
- E. improving network latency.

Correct Answer: AC

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#### QUESTION 12

Which HPE Networking product should you position for an SMB customer's first network?

- A. HPE 1950 Switch
- B. HPE R120 Wireless VPN Router
- C. HPE 1420 Switch
- D. HPE M330 802 Hac Access Point

Correct Answer: B

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#### QUESTION 13

Which benefit does the HPE BladeSystem provide to SMB customers?

- A. a single, fully integrated, fault tolerant platform for continuously available applications
- B. converged infrastructure with servers, storage, and networking in a single enclosure that reduces data center costs
- C. a single chassis that shares power, cooling, management, and networking fabric
- D. a single, packaged Warranty and Proactive Service

Correct Answer: B

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#### QUESTION 14

Which statement is characteristic of Unified Communications (UC) in legacy networks?

- A. UC can be effectively deployed on legacy networks with software-defined networking (SDN).
- B. UC is challenging to deploy on legacy networks due to traffic engineering and Quality of Service (QoS) needs.

C. US has become easier to deploy on legacy networks because of the increasing number of employees who use their own devices.

D. UC management on legacy networks is handled through a dedicated management application.

Correct Answer: B

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#### QUESTION 15

An SMB customer is experiencing significant growth. The customer is looking for a high performance branch router that delivers integrated routing switching, security, and wireless LAN connectivity. Which router series should you recommend?

A. HPE R120 802.11ac

B. HPE R110 802.11n

C. HPE 5400R

D. HPE MSR93X

Correct Answer: D

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