HPE2-E70 ^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

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 2

Your customer wants to know how HPE SimpliVity with Composable Fabric compares to other similar solutions. You want up-to-date sales-focused competitive information. What is the best source for this information?

A. HPE Seismic

B. HPE web site

C. HPE Demo Portal

D. Saba Cloud

Correct Answer: B

QUESTION 3

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

A. The focus on streamlining the customer experience by integrating network, location, and data technologies.

B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.

C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can\'t keep up with.

D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

QUESTION 4

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tights budgets and cannot afford a large capital

expenditure.

Which solution should you emphasize when talking with this customer? (Choose two.)

A. Data security and backup from HPE Recovery Manager Central

B. Pay-per-use consumption models from HPE GreenLake Flex Capacity

C. AI-driven automation from HPE InfoSight

D. Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage

E. Multi-cloud management and insights from HPE OneSphere

Correct Answer: BC

QUESTION 5

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 an 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 6

What is a benefit of an HPE GreenLake Flex Capacity solution?

A. It helps customers optimize cloud storage capacity with dashboards geared toward IT generalists.

B. It distributes customer data among multiple clouds in order to increase resiliency.

C. It provides sophisticated metering that helps customers better understand their IT consumption.

D. It requires companies to move from a CapEx funding model to a lease, which includes a service level agreement (SLA).

Correct Answer: A

QUESTION 7

How should you tailor the conversation to best engage an organization\\\'s line of business (LOB) decision makers?

A. Dig into specifics for each solution or product that you propose.

B. Avoid talking about IT-related topics as LOB managers aren\\'t involved in IT spending.

C. Highlight the purchase price of HPE solutions and compare costs against competitors.

D. Focus on how an IT solution can help them address their business problem while keeping costs low.

Correct Answer: C

QUESTION 8

Which need indicates a good candidate for an HPE StoreOnce solution?

A. the need for flexible data protection and recovery

B. the need for single pane of glass workload management

C. the need for unified compute and storage lifecycle automation

D. the need for AI-driven capacity optimization

Correct Answer: A

QUESTION 9

How does HPE Pointnext provide a key distinguishing feature for HPE multi-cloud solutions?

A. It provides a multi-cloud management platform that gives customers visibility across their on-premises environment and multiple clouds.

B. It helps customers identify maturity gaps and plan their cloud strategy, factoring in people, processes, and technology.

C. It provides an easy to use API that enables customers to integrate their multi-cloud solution with a broad ecosystem of third-party applications.

D. It helps customers to operate more efficiently by giving customers a pay-per-use funding model for both HPE and partner vendor infrastructure.

Correct Answer: B

QUESTION 10

What common trend is pushing customers toward intelligent storage solutions such as HPE storage?

A. the increasing IT expertise level in developers

B. the increasing volume of data

C. the shortage of storage capacity in public clouds

D. the increasing cost of flash storage

Correct Answer: B

QUESTION 11

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discus as part of the conversation?

A. Challenges in managing the server and storage lifecycle

B. Challenges in funding the acquisition of on-permission resources

C. Challenges in using and monitoring multiple cloud provides

D. Challenge\\'s In leveraging value from the company\\'s data

Correct Answer: B

QUESTION 12

Which customer initiative could indicate that the customer is a good candidate for HPE software-defined solutions?

A. unlocking storage capacity with more efficient deduplication

B. enhancing employees and customers\\' experience on the network

C. shifting infrastructure solutions to white box solutions

D. providing developers with access to resources more quickly

Correct Answer: C

QUESTION 13

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 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 14

What is a common challenge that is driving customers toward software-defined solutions?

A. After initially embracing cloud, developers are now reluctant to use cloud services.

B. Manual processes in siloed data centers leave IT staff little time to innovate.

C. Customers\\' private cloud solutions tend to be less secure than public cloud.

D. Typical procurement cycles under-provision the data center for current capacity requirements.

Correct Answer: D

QUESTION 15

What is a way that the HPE Composable Fabric enable? customers to accelerate IT and Delist meet their business needs?

A. It speeds up provisioning time because services can any deployed on any combination of compute resources within we fabric, regardless of location.

B. It guarantees a flexible payment model that enables the customer to obtain necessary resources as soon as they are required, rather than over months.

C. It enables developers to quickly select services, based on multiple clouds and the on-premises enrollment using a simple self-service catalog,

D. It provides a unified management platform with templates that help admins more quickly update server and storage firmware, as well as to troubleshoot more quickly.

Correct Answer: D

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