

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

Pass HP HPE2-E75 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.certbus.com/hpe2-e75.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



QUESTION 1

Where does HPE believe the next wave of innovation will happen?

- A. private and public cloud
- B. traditional IT
- C. hybrid IT
- D. Intelligent Edge

Correct Answer: D

QUESTION 2

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the timesince the customer\\'s last network refresh
- B. the customer\\'s data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Correct Answer: B

QUESTION 3

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. how the customer uses open office space
- B. the customer\\'s data management strategy
- C. the time since the customer\\'s last network refresh
- D. the struggles the customer has in securinglot

Correct Answer: B

QUESTION 4

What is one way that HPE makes hybrid IT simple?

- A. byreplacing the customer\\'s mix of public and private cloud services with a one-size-fits- all HPE managed cloud
- B. by delivering the right mix of consumption models, platforms, and processes for the customer\\'s unique needs

C. by providing Composable Infrastructure resources that are over-provisioned for the application to which they are dedicated

D. by eliminating cloud systems and moving customers to the reliable traditional IT infrastructure they need

Correct Answer: B

Reference:http://hpe-spotlight.at/pdf/talks2018/3ZS_Six.pdf

QUESTION 5

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."

B. "We want to enhance our mobile applications in order to provide special offers to our best customers."

C. "We are placing limits on the use of employees' personal devices in the workplace."

D. "We cannot keep up with the number of requests for guests to join our network."

Correct Answer: A

QUESTION 6

Which technology enables next-gen analytic applications to provide real-time results?

A. in-memory databases

B. just-in-time processing

C. hybrid cloud platforms

D. process-driven computing

Correct Answer: A

QUESTION 7

How does HPE Flexible Capacity benefit customers?

A. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.

B. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.

C. It allows them to have the infrastructure capacity that they need but pay only for what they use.

D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Correct Answer: C

QUESTION 8

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

QUESTION 9

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 10

Which advantage does the Industry Business Value Frameworks (iBVs) tool give you in customer conversations?

- A. You can quickly find funding strategies that businesses in their industry commonly use.
- B. You are better able to talk with them in language that is common to their business.
- C. It enables you to calculate on-the-fly cost models and ROI.
- D. It provides a graphical representation of the strengths of HPE solutions over competitor solutions.

Correct Answer: B

QUESTION 11

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 12

What goal does a customer who plans to implement DevOps have?

- A. to develop a more efficient way to use office space
- B. to enhance the operational efficiency of SQL databases
- C. to use unified communications (UC) to help employees collaborate
- D. to make IT more responsive to developers' needs

Correct Answer: D

QUESTION 13

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

- A. The customer is looking to automate their data center but is not interested in expanding to cloud.
- B. The customer needs to control access for both mobile and traditional users.
- C. The customer needs to deploy IoT devices in a secure manner.
- D. The customer is not interested in IoT, but does want to support BYOD.

Correct Answer: C

QUESTION 14

What distinguishes HPE Hybrid IT solutions from many competitors' solutions?

- A. HPE does not integrate open source code such as OpenStack within its cloud solutions.
- B. HPE can offer a single, end-to-end solution that is integrated as well as open.
- C. HPE has partnered with leading server and storage vendors to create its core hybrid IT solutions.
- D. HPE understands customers' need to evolve to complete off-premises operation for their most critical apps.

Correct Answer: B

QUESTION 15

What is one distinguishing feature of Aruba solutions for retail customers?

- A. Aruba ClearPass simplifies the deployment of access points (APs) at small branch sites such as retail outlets.
- B. Aruba unifiedcommunications (UC) solutions provide a cost-effective, but feature-rich alternative to Microsoft Skype for Business.
- C. Aruba high performance computing (HPC) solutions are cost-effective enough for retailers to use at the network edge.
- D. Aruba LocationServices help retailers engage with their customers with wayfinding tools and contextbased notifications.

Correct Answer: D

Reference:<https://unacast.s3.amazonaws.com/c0290a0618cd4c939292ef7a745c2654.pdf>

[HPE2-E75 Study Guide](#)

[HPE2-E75 Exam Questions](#)

[HPE2-E75 Braindumps](#)