HPE2-E72 Q&As

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is guideline for tailoring the conversation to CEOs?

A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.

B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.

C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.

D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

QUESTION 2

What is one distinguishing characteristic of HPE InfoSight?

A. It increases durability for data stored in the cloud by using multiple cloud providers.

B. It gives customers deep insight into the packets that flow across the data center and into the cloud.

C. It uses User and Endpoint Behavior Analysis (UEBA) to detect suspicious behavior.

D. It helps find issues that cut across siloes with cross-stack analytics.

Correct Answer: D

Reference: https://www.insight.com/maintenance/maintenance.html

QUESTION 3

Which statement accurately describes HPE Synergy?

A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.

B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.

C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.

D. HPE Synergy is designed to provide density-optimized storage and compute for the customer\\'s most demanding workloads.

Correct Answer: D

Reference: https://www.hpe.com/us/en/servers/density-optimized.html

QUESTION 4

Which is an appropriate discovery question to uncover a customer\\'s need for an HPE Intelligent Data Platform?

A. "What steps are you taking to ensure data availability across your organization?"

B. "What processes do you use to ensure that data remains secure in transit?"

C. "How much savings in capacity can you achieve through data compression?"

D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

QUESTION 5

What is one way that HPE helps customers to make their data center more agile?

A. The HPE Unified API is an AI-driven engine for helping customers to analyze and optimize their workloads.

B. HPE InfoSight helps customers to reduce the scripts that they use to provision servers from hundreds of lines to one.

C. HPE Composable Fabric solutions help customers to gain more visibility into where their data is stored on-prem or in the cloud.

D. HPE Composable Infrastructure solutions help customers to compose compute and storage for workloads on demand.

Correct Answer: D

Reference: https://www.hpe.com/us/en/integrated-systems/synergy.html

QUESTION 6

What is one major challenge that keeps many customers from obtaining insights from their data?

A. Their data is spread across a complex hybrid environment

B. Their C-level executives do not recognize the value of analytics

C. They cannot afford to store their data on flash drives

D. They have not collected enough data to analyze

Correct Answer: A

QUESTION 7

What is one benefit of the HPE GreenLake workloads?

A. They include all of the solutions available through HPE GreenLake.

B. They help sales professionals sell to mid-sized customers because they are designed specifically for these

customers.

C. They decrease the time it takes sales professionals to provide a quote.

D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake/workloads.html

QUESTION 8

What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.

B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.

C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.

D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

Correct Answer: D

QUESTION 9

You are proposing an HPE Intelligent Data Platform solution to a customer. The customer says: "I\\'m actually strongly considering cloud storage instead. On-prem storage solutions are too slow to deploy and too expensive to scale." What is one way that can you overcome this objection?

A. "Sure, your public cloud solution is convenient. But what about orchestrating your infrastructure? In the cloud, it\\'s all siloed."

B. "Public cloud providers are offering outdated tools to develop apps. Only private cloud environments allow you to containerize your apps."

C. "HPE GreenLake offers the same scalability and pay-as-you-go economics of the public cloud but in the safety of an on-prem environment."

D. "Public cloud is the right choice, but with HPE\\'s public cloud, you\\'ll have greater performance and reliability. There\\'s no oversubscription and no downtime."

Correct Answer: C

QUESTION 10

What is one benefit of the HPE acquisition of BlueData for HPE customers?

A. BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these areas.

B. With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

C. Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.

D. HPE has added BlueData\\'s AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Correct Answer: C

Reference: https://assets.ext.hpe.com/is/content/hpedam/documents/a00078000-8999/a00078919/a00078919enw.pdf

QUESTION 11

Which customer is a good fit for HPE GreenLake?

A. "To stay within our budget, I want to expand our storage using HDD or even tape. Speed is not an issue, so I don\\'t want flash."

B. "We need to ensure that our network can keep up with growth, without breaking our budget."

C. "With the security risks it poses and given the sensitive nature of our data, I don\\'t even want to consider an IoT network."

D. "Our CIO recently moved most of our workloads to the cloud and added a second cloud provider."

Correct Answer: D

QUESTION 12

What is one distinguishing feature of HPE Pointnext?

A. It is the research lab where HPE develops the disruptive technologies of tomorrow.

B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.

C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.

D. It provides customers with compute, storage, and networking products that are not yet generally available.

Correct Answer: B

Reference: https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expands-datacenter-care-services-to-empower-todays-modern-business.html

QUESTION 13

Which correctly describes how customers are using public cloud today?

A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.

B. A majority of customers now run the majority of their workloads in the public cloud.

C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.

D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

Correct Answer: D

Reference: https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-compared-aws-outposts-vs-azure-stack-vs-google-anthos.html

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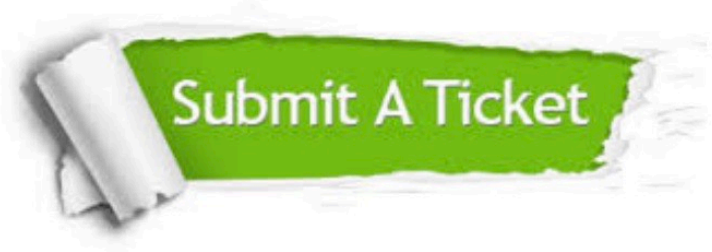

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