

HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

An SMB customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirement?

- A. HPE ProLiant BL660c
- B. HPE ProLiant ML 110
- C. HPE ProLiant SL4540
- D. HPE ProLiant DL 180

Correct Answer: C

QUESTION 2

What is one benefit of an HPE hybrid infrastructure?

- A. It ensures that IT budgets use a fixed cost structure rather than a variable one.
- B. It enhances security because it requires all resources and services to remain on-site.
- C. It reduces support costs by eliminating all self-provisioning mechanisms.
- D. It drastically reduces the time for service and resource deployment.

Correct Answer: A

QUESTION 3

A customer is interested in using Aruba Central to manage the company's Aruba APs. Where will the Aruba Central manager be located?

- A. at the IT edge of the customer's enterprise
- B. in the datacenter of the customer's enterprise
- C. in the HPE public cloud
- D. at each site within the customer's enterprise

Correct Answer: C

QUESTION 4

A customer wants a wireless solution that is easy to deploy and expand. Which Aruba Instant AP benefit should you explain?

- A. The APs integrate with HPE OneView, which provides automatic provisioning for them.
- B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.
- C. The APs are ready to become discovered and controlled by an Aruba controller out of the box.
- D. The customer only needs to configure one AP; other APs automatically take their configuration from it.

Correct Answer: B

QUESTION 5

How can HPE ProLiant servers help customers to reduce IT costs?

- A. by providing up to 3 times more compute capacity than competitive systems.
- B. by including a built-in HPE proprietary virtualization layer that enables customers to virtualize more quickly.
- C. by supporting cartridges optimized for different workloads that customers can easily replace if their needs change.
- D. by providing an out-of-the-box Software as a Service (SaaS) service portal.

Correct Answer: A

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