

# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

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**QUESTION 1**

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

- A. They cause over-provisioning.
- B. They lack flexibility.
- C. They lack security.
- D. They cannot scale.

Correct Answer: C

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**QUESTION 2**

Your customer prioritizes simplified management and reduced data management costs for general storage workloads. Which solution family should you suggest?

- A. HPE StoreOnce
- B. HPE 3PAR
- C. HPE Nimble
- D. HPE Apollo

Correct Answer: B

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**QUESTION 3**

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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**QUESTION 4**

What is the topic that you should discuss to qualify a customer for an HPE data protection solution?

- A. the mix of workload deployment models, including containers and VMs, in the customer environment
- B. the challenges the customer faces in changing IT attitudes toward AI
- C. the customer's need to comply with data regulations and minimize risks
- D. the customer's need to gain more insight and data about their hybrid IT environment

Correct Answer: C

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#### QUESTION 5

A customer is concerned that an HPE EaaS solution will require a large upfront investment and cost too much in hardware expenses as the company grows. How should you respond?

- A. You pay for what you use, and HPE does the work of owning, maintaining, and updating the solution, seamlessly adding more capacity whenever you need it.
- B. You receive a substantial discount on purchasing the infrastructure, so the upfront investment is much less than you would expect to pay.
- C. You may pay extra money to update your infrastructure, but it is worth the extra cost if your company has higher capacity and increased user productivity.
- D. You pay for the infrastructure you need for the HPE EaaS solution up front and then are charged only for the support services you need.

Correct Answer: C

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