HPE2-E70 ^Q&As

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

How does selling HPE GreenLake Flex Capacity benefit HPE Partners?

A. shortens the selling cycle on the initial engagement

B. enables them to focus their selling efforts on the customers\\' senior IT manager

C. allows them to provide an attractive solution for customers who focus on price for unit

D. helps them establish a long-term relationship with their customer

Correct Answer: D

QUESTION 2

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer\\'s problem?

A. HPE Composable Cloud for ProLiant DL

B. HPE SimpliVity with Composable Fabric

C. HPE Nimble

D. HPE OneSphere

Correct Answer: A

QUESTION 3

What role do most CIOs believe IT should fulfill in an organization?

A. It is a strategic advisor who can help make the best technology and find opportunities for innovation.

B. It can easily double as a customer service team due to its familiarity and insights into common account tools.

C. It should have the final say on all technology decisions and purchases to help the business stay competitive.

D. It is becoming redundant due to an increasingly tech-savvy workforse, and so should be reduced to save money.

Correct Answer: C

QUESTION 4

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 5

What is a topic that you should discuss to qualify a customer for an intelligent storage solution from HPE?

A. The amount the customer paid for their previous storage solution.

B. The ability for IT ops and developers to use the same tools across on-premises and public cloud environments.

C. The need to gain more insight and data into cloud workloads and spending.

D. The ability for IT to move data where it needs to be in a hybrid or multi-cloud environment.

Correct Answer: D

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