

HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

QUESTION 2

A customer is focused on making IT more agile and automated. What benefit of HPE Oneview should you explain?

- A. It provides template-based provisioning, enabling admins to quickly apply server storage, and networking configurations across multiple systems.
- B. It eliminates the need for complex protocols in the data center network, transforming the network infrastructure into a flat pool of bandwidth.
- C. It provides a single management platform for all the customer's on-premises and cloud environments and supports simple self-service catalogs.
- D. It helps IT to transform its governance policies and to operate more efficiently with dedicated server, storage, and networking silos,

Correct Answer: C

QUESTION 3

What is a common challenge that is driving customers toward software-defined solutions?

- A. After initially embracing cloud, developers are now reluctant to use cloud services.
- B. Manual processes in siloed data centers leave IT staff little time to innovate.
- C. Customers' private cloud solutions tend to be less secure than public cloud.
- D. Typical procurement cycles under-provision the data center for current capacity requirements.

Correct Answer: D

QUESTION 4

What is the way public cloud solutions introduce security risks to customers?

- A. By law, public cloud providers are required to disclose the names and locations of their customers.
- B. The shared, multi-tenant nature of the public cloud opens up additional avenues of attack.
- C. It is easier to code viruses for the public cloud, making it a common starting point for hackers.
- D. Public cloud providers offer zero security measures so any one can access confidential data at any time.

Correct Answer: D

QUESTION 5

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

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