

HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

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

QUESTION 2

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

QUESTION 3

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

QUESTION 4

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 5

HPE software-defined infrastructure solutions are designed to meet the needs of what types of customers?

- A. Customers who are interested in moving all their workloads to a public cloud hosting service to remove the on-premises component of their IT.
- B. Customers who need to keep the data and processes of each team within the organization separated into individual silos.
- C. Customers who want to gain stronger and more reliable IT capabilities by adding more hardware to their existing traditional data center.
- D. Customers who are looking to replace their aging, complex infrastructure with a simplified and flexible solution.

Correct Answer: C

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