

HPE2-E70^{Q&As}

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QUESTION 1

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 2

What is a way that HPE SimpliVity improves customer experience?

- A. The vast majority of SimpliVity customers lower public cloud service costs using SimpliVity dashboards and reports.
- B. SimpliVity templates let admins quickly update firmware for ProLiant servers and Nimble storage systems.
- C. SimpliVity simplifies management and maintenance of customers' existing HPE blade systems.
- D. The vast majority of SimpliVity customers see much better application performance.

Correct Answer: A

QUESTION 3

What payment model does HPE GreenLake Flex Capacity use?

- A. Customers lease equipment from HPE; they pay a monthly subscription fee rather upfront CAPEX.
- B. Customers pay-per-use for equipment managed by HPE, but that deploys on-premises.
- C. Customers pay-per-use for cloud services offered in the HPE public cloud and partner clouds.
- D. Customers purchase a set amount of equipment and receive a discount when they need to expand.

Correct Answer: B

QUESTION 4

What is a feature that makes HPE OneSphere stand out from the competition?

- A. It integrates with HPE InfoSight to provide lifecycle management for servers and networking.
- B. It can be combined with consumption-based funding models such as HPE GreenLake Flex Capacity.
- C. It is the first multi-cloud platform that is based on artificial intelligence (AI) and machine learning.
- D. It builds private cloud services using unique and proprietary HPE virtualization technologies.

Correct Answer: B

QUESTION 5

Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

- A. HPE OneSphere
- B. HPE OneView
- C. HPE GreenLake Flex Capacity
- D. HPE StoreOnce Catalyst

Correct Answer: AC

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