![Leads4Pass]

HPE2-E71^{Q&As}

HP Introduction to Selling HPE Products, Solutions and Services Exam

Pass HP HPE2-E71 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.leads4pass.com/hpe2-e71.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

Which server solution gives customers a subscription-based, managed server?

A. HPE ProLiant DL385 Gen10 server

B. HPE ProLiant ML380 Gen10 server

C. HPE ProLiant Easy Connect ML110 D. HPE ProLiant DL560 Gen10 server

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-news/press-release.html?id=2212173

QUESTION 2

You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?

A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.

B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.

C. The company is growing slowly and is just beginning to gain some experience in managing databases.

D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.

Correct Answer: D

QUESTION 3

Your customer tells you he is not considering support services since the products they are using have a warranty. Which question could you ask to demonstrate the importance of support service?

A. Who in your company can fix the issue if it occurs during normal business hours?

B. What happens if a problem occurs on the weekend or a holiday?

C. What happens if the product experiences a hardware defect?

D. How many hardware issues has your company experienced?

Correct Answer: B

QUESTION 4

How does HPE Smart Rate technology benefit your customers?

A. It provides real-time port statistics and utilization so customers can determine if the device connected to the port requires additional bandwidth.

B. It autosenses the amount of power a device needs on a Power over Ethernet Plus (PoE+) port.

C. It allows customers to use their existing cabling, which traditionally supports speeds up to 1 Gbps, to achieve higher speeds.

D. It auto-negotiates port capabilities such as one-way or two-way traffic between the device and the port.

Correct Answer: C

QUESTION 5

A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

A. Zero touch management

B. Dynamic segmentation

C. Web content filtering

D. Adaptive Radio Management

E. ClientMatch

Correct Answer: BE