

HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

Which is an appropriate discovery question to uncover a customer's need for an HPE Intelligent Data Platform?

- A. "What steps are you taking to ensure data availability across your organization?"
- B. "What processes do you use to ensure that data remains secure in transit?"
- C. "How much savings in capacity can you achieve through data compression?"
- D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

QUESTION 2

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer puts absolute zero downtime at the top of their list of requirements.
- B. The customer is looking for a simple storage solution for their VMware environment.
- C. The customer is looking for a software-defined storage solution to store files for big data.
- D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C

QUESTION 3

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>

QUESTION 4

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.

- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

QUESTION 5

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customers\' data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B

Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

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