HPE2-E75 $^{Q\&As}$

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

Which desire indicates a customer who is interested in transforming to an IT as a Service (ITaaS) approach?

A. The customer wants deep insights into big data collected at the edge.

B. The customer wants to accelerate provisioning to provide on-demand IT.

C. The customer wants to improve user experience in an open office environment.

D. The customer wants to reduce costs and regain control of the data center.

Correct Answer: B

QUESTION 2

Which question can you ask to identify an opportunity for selling an HPE intelligent Workspace solution?

A. Can you tell me your plan for implementation IoT?

B. Have you considered using context and location-based services to track your customer?

C. Do you have concerns about employee productivity and collaboration?

D. What steps are you taking to keep your network secure?

Correct Answer: C

QUESTION 3

What is one way Aruba networking solutions improve the user experience?

A. byproviding high-speed Wi-Fi with wire-like reliability

B. by giving mobile devices highest priority on the network

C. by redirecting compute-intensive apps to wired connections

D. by ensuring all forms of traffic are treated in the same way

Correct Answer: A

QUESTION 4

A customer mentions an interest in consuming IT on-demand, as from a public cloud, but keeping services on-premises. Which HPE solution should you discuss?

A. HPE SGI

B. HPE OneView

C. HPE Flexible Capacity

D. HPE SimpliVity

Correct Answer: C

QUESTION 5

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

A. how the customer uses open office space

B. the customer\\'s data management strategy

C. the time since the customer\\'s last network refresh

D. the struggles the customer has in securinglot

Correct Answer: B

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