

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to independently scale compute and storage resources, and redefine them dynamically
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to support virtualized workloads from leading vendors such as VMware
- D. the ability to integrate IoT devices into the network with minimal security risks

Correct Answer: A

QUESTION 2

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. IT is struggling to keep up with the amount of data that the business is generating.
- B. The customer needs to streamline the onboarding process for personal devices.
- C. Clients are asking for services that the business does not currently offer.
- D. Developers need to accelerate their development cycles for mobile apps.

Correct Answer: C

QUESTION 3

A customer wants to keep workloads on-premises but also likes the public cloud model of paying for just the IT resources they consume, What customer needs?

- A. HPE Flexible Capacity
- B. HPE hyperconverged infrastructure
- C. HPE Synergy
- D. HPE Machine

Correct Answer: A

QUESTION 4

A customer tells you that virtualization does not provide the performance required for the company's workloads. Which benefit of HPE Hybrid IT solutions should you explain?

- A. HPE lets the customer maintain workloads/applications on bare metal while providing much of the automation and

flexibility associated with visualization.

B. HPE has found that most performance issues with virtualization arise from insufficient remote storage, and HPE has industry leading storage solutions.

C. HPE integrates with leading visualization vendors to enhance the efficiency of the visualization layer and boost compute there.

D. HPE has developed a proprietary virtualization technology, which can support the performance requirements of the most demanding workloads.

Correct Answer: C

QUESTION 5

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 reduce costs and regain control of the data center.

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

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

Correct Answer: C

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