

# HPE2-E64<sup>Q&As</sup>

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**QUESTION 1**

Which HPE 3PAR StoreServ model is positioned as an affordable entry point for customers that require up to 400 storage capacity?

- A. HPE 3PAR StoreServ 8200
- B. HPE 3PAR StoreServ 10800
- C. HPE 3PAR StoreServ10400
- D. HPE 3PAR StoreServ 8400

Correct Answer: A

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**QUESTION 2**

Which customer behavior are you most likely to experience if you sell an HPE ProLiant server solution with HPE Proactive Care Support?

- A. The customer will grow dependent on the HPE support team.
- B. The customer will refer you to others.
- C. The customer will repurchase from you.
- D. The customer will report greater end-user satisfaction.

Correct Answer: C

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**QUESTION 3**

What correctly describes the HPE approach to software-defined networking (SDN)?

- A. HPE has taken a conservative approach toward SDN to protect customer legacy investments
- B. HPE strategy indicates that SDN will become less important as cloud solutions become more common.
- C. HPE has developed SDN m-house and is making its proprietary technology available to customers.
- D. HPE is committed to SDN, with offerings across the infrastructure, control, and application layers

Correct Answer: D

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**QUESTION 4**

Which SMB business outcome is addressed by the HPE Transformation Area of Empowering the Data-Driven Organization?

- A. increase productivity
- B. reduce costs
- C. acquire and retain customers
- D. keep the business running

Correct Answer: A

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## QUESTION 5

An SMB customer is experiencing significant growth. The customer is looking for a high performance branch router that delivers integrated routing switching, security, and wireless LAN connectivity. Which router series should you recommend?

- A. HPE R120 802.11ac
- B. HPE R110 802.11n
- C. HPE 5400R
- D. HPE MSR93X

Correct Answer: D

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## QUESTION 6

Which competitor has no blade server offering to compete with HPE ProLiant Gen9 blade servers?

- A. IBM
- B. Lenovo
- C. Dell
- D. Cisco

Correct Answer: B

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## QUESTION 7

What unique service is provided with HPE Proactive Care Plus?

- A. Proactive Scans
- B. guaranteed 4 hours to repair
- C. dedicated, local Account Support Manager
- D. enhanced escalation process.

Correct Answer: C

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**QUESTION 8**

Which benefit is provided to SMB customers by the features of HPE BladeSystem enclosures and HPE ProLiant server blades?

- A. extreme processing for business applications
- B. high density environment for dynamic workloads
- C. convergence for lower data center costs. ??
- D. fault tolerance for always-on performance.

Correct Answer: C

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**QUESTION 9**

Which SMB business outcome is addressed by the HPE Transformation Area to Transforming to a Hybrid Infrastructure?

- A. acquire and retain customers
- B. increase productivity
- C. keep the business running
- D. reduce costs

Correct Answer: B

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**QUESTION 10**

Which HPE server management solution provides a converged management platform across HPE servers, storage, and networking?

- A. HPE Smart Update Manager
- B. HPE Insight Online
- C. HPE OneView
- D. HPE iLO Management Engine

Correct Answer: C

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**QUESTION 11**

A customer wants a low-cost SAN solution and is interested in entry consolidation. Which HPE Storage family should you recommend?

- A. HPE StoreVirtual
- B. HPE StoreOnce
- C. HPE MSA
- D. HPE StoreEasy

Correct Answer: C

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**QUESTION 12**

Which statement is correct about LTO tape drives as a solution for SMB customers?

- A. LTO tape drive implementation and management is highly complex.
- B. LTO tape drives provide an entry-level SAN solution.
- C. LTO tape drives are very affordable
- D. LTO tape drives have the highest cost for backup and archive

Correct Answer: D

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**QUESTION 13**

Which HPE switch series is unmanaged and designed for SMB customers that need a low cost networking solution that is reliable and easy to install?

- A. HPE 1410
- B. HPE 2920
- C. HPE M210
- D. HPE 1920

Correct Answer: A

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**QUESTION 14**

Which benefit does the HPE BladeSystem provide to SMB customers?

- A. a single, fully integrated, fault tolerant platform for continuously available applications
- B. converged infrastructure with servers, storage, and networking in a single enclosure that reduces data center costs
- C. a single chassis that shares power, cooling, management, and networking fabric

D. a single, packaged Warranty and Proactive Service

Correct Answer: B

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## QUESTION 15

Which business benefits does HPE OneView provide to SMB customers? (Select two.)

- A. HPE OneView increases the need to provide proactive service and support.
- B. HPE OneView increases the number of skilled system administrators.
- C. HPE OneView reduces unplanned outages.
- D. HPE OneView increases IT staff productivity.
- E. HPE OneView increases the time period for standard maintenance.

Correct Answer: CD

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