

# HPE2-E68<sup>Q&As</sup>

Introduction to Selling HPE Solutions

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## QUESTION 1

A customer requires a switch that can support 10GbE connections. Which device meets this criteria?

- A. HPE OfficeConnect 1820
- B. HPE OfficeConnect 3810
- C. HPE OfficeConnect 1950
- D. HPE OfficeConnect M330

Correct Answer: B

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## QUESTION 2

A customer needs a shared storage solution for files, documents, and other unstructured data. The customer would like to avoid the complexity of a dedicated storage network. Which storage architecture best meets these needs?

- A. NAS.
- B. iSCSI.
- C. DAS.
- D. SAN.

Correct Answer: B

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## QUESTION 3

An SMB customer wants a storage appliance that provides a highly available backup architecture. Which HPE product line should you recommend?

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

Correct Answer: A

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## QUESTION 4

How does HPE stand out from IBM in the server market?

- A. IBM no longer supports the x86 server platform.

B. IBM lacks global recognition as a server manufacturer.

C. HPE products are consistently less expensive.

Correct Answer: A

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## QUESTION 5

How can HPE ProLiant servers help customers to reduce IT costs?

A. by providing up to 3 times more compute capacity than competitive systems.

B. by including a built-in HPE proprietary virtualization layer that enables customers to virtualize more quickly.

C. by supporting cartridges optimized for different workloads that customers can easily replace if their needs change.

D. by providing an out-of-the-box Software as a Service (SaaS) service portal.

Correct Answer: A

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## QUESTION 6

Which HPE solutions feature SDS? (Select two.)

A. HPE Hyper Converged 250.

B. HPE 3PAR StoreServ 8200.

C. HPE MSA 2042.

D. HPE StoreVirtual VSA.

E. HPED6000.

Correct Answer: CD

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## QUESTION 7

What is an advantage of HPE versus its competitors in the server market?

A. HPE has the broadest server portfolio in the market.

B. HPE beats all of its competitors on price.

C. HPE is the only manufacturer of both tower and rack servers.

D. Due to its smaller size, HPE offers customers a more personable experience.

Correct Answer: C

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**QUESTION 8**

Which value proposition is most likely to resonate with small and medium organizations that are seeking a server solution\?

- A. HPE BladeSystems can be deployed at remote offices without the need for a server closet.
- B. HPE servers are efficient as well as simple to deploy and use.
- C. HPE servers offer many technologies for IT staff to tune and optimize.
- D. HPE tower servers are designed specifically for the datacenter environment.

Correct Answer: C

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**QUESTION 9**

Which type of environment is an ideal fit for unmanaged switches?

- A. a medium-sized company that requires a modular switch that enforces port authentication
- B. an SMB office with one subnet and a combination of workstations and VoIP phones
- C. a training lab consisting of a mixture of Windows 7 and Windows 10 workstations
- D. an SMB that needs a core switch that will be used for connecting devices and routing them

Correct Answer: A

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**QUESTION 10**

How can HPE Insight Online benefit customers?

- A. saves them money by shifting monitoring tasks from internal IT to HPE support services
- B. saves them time by providing a simple way to track warranty contracts
- C. saves them time by comparing HPE products online with their equivalent competitive alternatives
- D. provides great agility to IT teams by offering user on-demands provisioning

Correct Answer: D

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**QUESTION 11**

What is a distinct feature of HPE StoreOnce VSA?

- A. It can run internally on any HPE autoloader tape system.
- B. It archives data to either tape or DVD media.

- C. It can manage primary storage for remote and branch offices.
- D. It is hardware agnostic and installs on any server.

Correct Answer: A

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## QUESTION 12

A new Customer wants to purchase the first server for a small office environment. The server will support basic business applications such as resource and file sharing. Which server best suits these needs?

- A. HPE ProLiant MicroServer
- B. HPE ProLiant BL660c Gen9
- C. HPE ProLiant DL120 Gen9
- D. DL360 Gen9

Correct Answer: D

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## QUESTION 13

Which competitive solution from Cisco does HPE OneView compare to, and outperform, in several key performance indicators?

- A. Cisco UCS Manager.
- B. Cisco Catalyst.
- C. Cisco ACI.
- D. Cisco Flex.

Correct Answer: B

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## QUESTION 14

Which HPE storage product provides flash-based block storage to the LAN?

- A. HPE StoreOnce 3000/5000
- B. HPE StoreEasy 3000
- C. HPE D6000
- D. HPE MSA 2042

Correct Answer: B

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## QUESTION 15

What is one benefit of HPE OneView?

- A. unified management of user and device network access regardless of the connection type.
- B. unified platform for the delivery of software as a service (SaaS) applications to employee workstations.
- C. marketplace portal for line of business (LOB) users to self provision services.
- D. automation of server maintenance tasks such as system software updates.

Correct Answer: A

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