HPE2-E70^{Q&As}

HPE2-E70$^{Q\&As}$

Selling the Value of HPE Hybrid IT Solutions

Pass HP HPE2-E70 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.leads4pass.com/hpe2-e70.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

In terms of security, how are HPE ProLiant DL servers distinguished from the competition?

A. The HPE OmniWatch bundle monitors traffic received by the server and filters out suspicious traffic.

B. The HPE silicon root of trust prevents firmware compromised with malware from executing.

C. The HPE Data Virtualization Platform ensures that all data is encrypted when it is first written.

D. The HPE Integrated Lights Out (ILO) firmware encrypts all data that resides on the server.

Correct Answer: B

QUESTION 2

What common business need does the HPE multi-cloud management solution help customers address?

A. the need to securely segment the on-premises environment from the cloud environment until cloud is eliminated.

B. the need to create logical systems, in which each workload is dedicated to a single data center rack

C. the need for a one-size-fits-all, on premises deployment model used for every business application and workload

D. the need for visibility and control across all their cloud services and their on-premises environment

Correct Answer: A

QUESTION 3

Why will the number of nontechnical developers increase dramatically over the next several years?

A. IT spending will decrease year-over-year, leading technical developers to focus on other tasks.

B. Line of business managers will prioritize business skills over technical skills in app developers.

C. Improvements to development tools will decrease the amount of coding and scripting required to create apps.

D. Hyperagile apps will be easier to develop because they will run only in cloud environments.

Correct Answer: B

QUESTION 4

Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

A. How is your business affected when you don\'t have enough IT capacity when you need it?

B. How much time does your IT department spend on keeping track of licenses and assigned assets?

C. How are you securing your employees\\' desktops against ransomware?

D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?

Correct Answer: B

QUESTION 5

How does selling HPE GreenLake Flex Capacity benefit HPE Partners?

A. shortens the selling cycle on the initial engagement

B. enables them to focus their selling efforts on the customers\\' senior IT manager

C. allows them to provide an attractive solution for customers who focus on price for unit

D. helps them establish a long-term relationship with their customer

Correct Answer: D

QUESTION 6

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

A. They cause over-provisioning.

B. They lack flexibility.

C. They lack security.

D. They cannot scale.

Correct Answer: C

QUESTION 7

What is the way that intelligent storage helps customers address business issues? (Choose two.)

A. Control cloud spend with cost and utilization insights for all cloud services.

B. Reduce time to stand up infrastructure from hours to minutes.

C. Optimize data to the right economic model.

D. Ensure that data complies with regulations and security policies.

E. Manage resources and services across a hybrid cloud environment.

Correct Answer: BC

QUESTION 8

A customer tells you that the company struggles to manage its data. The company wants to implement more automation into its data management practices to make IT more responsive to the line of business.

Based on these specific needs, for which HPE solution should you qualify the customer?

A. HPE Synergy

B. HPE GreenLake Flex Capacity

C. Intelligent Storage from HPE

D. Composable Fabric from HPE

Correct Answer: C

QUESTION 9

What steps are necessary for companies that want to use data to transform digitally?

A. Increase the amount of data gathered and use intelligent storage to manage and interpret it.

B. Improve resiliency by storing data in multiple public clouds and require each service provider to strengthen security measures.

C. Inquire all data to be stored in the cloud and rely on the cloud service provider to extract insights.

D. Focus on gathering data at the edge and secure that data using Artificial Intelligence (AI)

Correct Answer: D

QUESTION 10

You are proposing HPE GreenLake Flex Capacity to a customer. The customer objects that cost of the service will be greater than the initial cost of purchasing a solution in the traditional way. What is the point that you should explain?

A. While the TCO for HPE GreenLake Flex Capacity might be high, the service over-provisions to protect the customer from the costs of downtime.

B. At the end of the term of the HPE GreenLake Flex Capacity service, the customer has the option of purchasing the equipment at a discount.

C. HPE GreenLake Flex Capacity deploys the customer workloads in a variety of HPE and partner clouds, which is inherently cheaper than on-prem deployment.

D. The initial cost of purchasing a solution represents just a small percentage of the total cost operating the solution.

Correct Answer: C

QUESTION 11

How does digital disruption affect customers purchasing decisions for storage solutions?

A. To support the new generation of apps and data, customers need the right storage solutions designed to cope with these new demands.

B. To develop an intelligent infrastructure, customers need to migrate the majority of their infrastructure to the public cloud.

C. To complete with cloud-based companies, most IT organizations IT departments are doubling or tripling IT budgets compared to five years ago.

D. To go digital, companies need to virtualize their data center, which begins with virtual storage.

Correct Answer: D

QUESTION 12

Your customer wants to know how HPE SimpliVity with Composable Fabric compares to other similar solutions. You want up-to-date sales-focused competitive information. What is the best source for this information?

A. HPE Seismic

B. HPE web site

C. HPE Demo Portal

D. Saba Cloud

Correct Answer: B

QUESTION 13

Which customer characteristic indicates a good opportunity for selling HPE GreenLake Flex Capacity?

A. The customer prefers to handle support in-house.

B. The customer is an SMB that needs greater flexibility.

C. The customer is focused on price and has little interest in cloud.

D. The customer anticipates 10 percent growth year over year.

Correct Answer: A

QUESTION 14

Which is an example of value-based selling?

A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify

management.

B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.

C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.

D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

Correct Answer: D

QUESTION 15

What is the key reason that customers are reluctant to move all workloads to public clouds?

A. Public cloud services do not provide fast enough scalability for most customers\\' requirements.

B. C-level executives tend to want to leave IT decisions to IT, and cloud puts too many decision making burdens on them.

C. Public clouds pose security risks, and placing some workloads there could interfere with regulatory compliance.

D. Developers have largely resisted moving to the cloud, and businesses are driven to their demands.

Correct Answer: C

[Latest HPE2-E70 Dumps](#)   [HPE2-E70 Study Guide](#)   [HPE2-E70 Exam Questions](#)