

HPE2-E71^{Q&As}

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QUESTION 1

A company with 742 employees is looking for a server that can run multiple workloads. The company wants a turnkey solution, which includes the server operating system.

Which server would you recommend?

- A. HPE ProLiant ML110 Gen10 server
- B. HPE ProLiant ML350 Gen10 server
- C. HPE ProLiant ML30 Gen9 server
- D. HPE MicroServer Gen10

Correct Answer: B

QUESTION 2

Why is HPE SimpliVity the industry's most complete hyperconverged solution?

- A. It is the only solution that is software optimized and consolidates storage, server, and networking into one dense hyperconverged device.
- B. It is the only solution that consolidates up to 12 core data center functionalities and provides one management interface for all functionalities.
- C. It is the only hyperconverged solution that scales to meet the needs of any customer, from small companies to enterprise companies.
- D. It is the only hyperconverged solution that gives companies the option to store their data locally, globally, or in the cloud.

Correct Answer: A

QUESTION 3

What advantage does the HPE SimpliVity deduplication feature provide?

- A. The deduplication feature runs periodically on the storage devices, continually compressing data and freeing up storage space.
- B. The always-on deduplication feature ensures that data is deduped on the first I/O.
- C. SimpliVity uses a proprietary hypervisor, which dedupes the data before it is sent to the Data Virtualization Layer.
- D. SimpliVity saves the data to disk before deduping it, ensuring no data loss.

Correct Answer: B

QUESTION 4

Your customer needs to implement the strongest security measures to demonstrate regulatory compliance. Which Gen10 features should you highlight when talking to this customer? (Select two.)

- A. Silicon Root of Trust
- B. Insight Control
- C. Runtime validation
- D. Unified Extensible Firmware Interface (UEFI)
- E. Intelligent Provisioning

Correct Answer: AE

Reference:

https://portal.techdata.ch/fileadmin/user_upload/Infos/Produkt/Gen10/HPE_Gen10FAQ_a00009319ENW_July2017.pdf

QUESTION 5

For which customer would you recommend HPE OfficeConnect solutions?

- A. A small company that has no IT staff and wants a plug-and-play solution for its 25 users.
- B. A small company that wants to be able to manage its network solution via the cloud.
- C. A small company that has an aging Aruba wireless infrastructure.
- D. A small company with 55 users that expects to double in size over the next year.

Correct Answer: A

QUESTION 6

What is one initiative that SMBs are pursuing to achieve the same IT-centric vision that enterprises have?

- A. Define the boundaries between IT and line of business managers
- B. Create more data center silos
- C. Improve customer relationships
- D. Significantly increase their IT budget for maintenance

Correct Answer: C

QUESTION 7

Your customer wants to know why she should deploy HPE MSA over a competing solution. What is one thing you can tell this customer?

- A. MSA provides application-level encryption to secure the company's data.
- B. MSA is the only flash solution that is affordable enough for a small company.
- C. MSA is a leading disk enclosure solution that greatly simplifies capacity expansion.
- D. MSA has been the leading entry-level Fibre Channel array for nine years.

Correct Answer: B

Reference: <https://community.hpe.com/t5/Around-the-Storage-Block/New-HPE-MSA-entry-storageinnovation-More-affordable-flash/ba-p/7018039>

QUESTION 8

Your customer explains that downtime costs the company too much time and money. The customer wants to build resiliency into the wired network.

Which switch supports the virtual switching framework (VSF) providing resiliency at the access layer?

- A. Aruba 2530 Series Switch
- B. Aruba 2930F Series Switch
- C. Aruba 2540 Series Switch
- D. Aruba 3810M Series Switch

Correct Answer: B

Reference: https://support.hpe.com/hpsc/doc/public/display?docId=emr_na-c05224712

QUESTION 9

Your customer tells you he is not considering support services since the products they are using have a warranty. Which question could you ask to demonstrate the importance of support service?

- A. Who in your company can fix the issue if it occurs during normal business hours?
- B. What happens if a problem occurs on the weekend or a holiday?
- C. What happens if the product experiences a hardware defect?
- D. How many hardware issues has your company experienced?

Correct Answer: B

QUESTION 10

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

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