

HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

Which statement accurately describes HPE Synergy?

- A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.
- B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.
- C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.
- D. HPE Synergy is designed to provide density-optimized storage and compute for the customer's most demanding workloads.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/servers/density-optimized.html>

QUESTION 2

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>

QUESTION 3

A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?

- A. With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
- B. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
- C. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
- D. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.

Correct Answer: C

QUESTION 4

How does HPE GreenLake help customers scale their IT services to meet demand?

- A. HPE GreenLake moves the customer's workloads to the public cloud when demand exceeds available capacity.
- B. HPE GreenLake provides capacity and planning features and a capacity buffer to help companies keep ahead of demand.
- C. HPE GreenLake provides software-defined automation to discover and manage all HPE infrastructure within the customer's environment.
- D. HPE GreenLake employs AI to identify and unlock underused resources and make them available for composable resource pools.

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/services/flexible-capacity.html

QUESTION 5

You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in helping the company manage a lower than expected growth rate of 2%.
- B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
- C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
- D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

QUESTION 6

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

QUESTION 7

For which customers does the HPE 100% Availability Guarantee apply?

- A. For all customers with any HPE storage array
- B. For all customers with HPE Nimble and HPE RMC
- C. For all customers with any HPE storage array and HPE Datacenter support or higher
- D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Reference: <https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw>

QUESTION 8

What is one benefit of HPE Synergy for customers who want to start containerizing their applications?

- A. HPE Synergy helps customers to reduce deployment time for Red Hat OpenShift Container Platform from days to hours.
- B. HPE Synergy is specifically designed to run containerized workloads rather than traditional or virtualized workloads.
- C. HPE Synergy includes a self-service catalog that enables developers to provision container platforms without help from IT.
- D. HPE Synergy helps customers replace their existing continuous integration/continuous deployment (CI/ CD) tools with end-to-end HPE Synergy automation tools.

Correct Answer: A

Reference: <https://community.hpe.com/t5/Servers-The-Right-Compute/Built-in-data-protection-Red-HatOpenShift-Container-Platform/ba-p/7058465#.XpHWQ5pRWQ4>

QUESTION 9

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

QUESTION 10

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

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