

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to independently scale compute and storage resources, and redefine them dynamically
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to support virtualized workloads from leading vendors such as VMware
- D. the ability to integrate IoT devices into the network with minimal security risks

Correct Answer: A

QUESTION 2

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

- A. The customer wants to modernize IT operations.
- B. The customer wants to modernize applications.
- C. The customer wants to modernize mobile endpoints.
- D. The customer wants to modernize the data center.

Correct Answer: C

QUESTION 3

How is HPE responding to the demands of next-gen technologies for more processing power and memory?

- A. HPE is investing in quantum computing and neuromorphic chips.
- B. HPE is encouraging customers to offset slowing processing power with more storage.
- C. HPE is relying on Moore's law to take effect for more processing power.
- D. HPE is redesigning servers with photonic processors and memory-driven computing.

Correct Answer: D

QUESTION 4

What is one competitive advantage of an HPE Intelligent Workspace solution?

- A. HPE holds more patents for location-based services technology than any other vendor.

- B. HPE is the only company to deliver digital unified communications (UC) and collaboration solutions.
- C. HPE provides an end-to-end solution and avoids partnering with application providers.
- D. HPE has extensive experience with workplace productivity, platforms, and infrastructure.

Correct Answer: D

QUESTION 5

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

- A. IT provides a competitive advantage for the company.
- B. IT needs to plan more extensively before making any changes.
- C. IT now makes most purchasing decisions on its own.
- D. IT plays a supportive role in the background.

Correct Answer: A

QUESTION 6

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. Which desired business outcome indicates that the customer is a good prospect for a services-led effort to consolidate, virtualize, and modernize the data center?

- A. an emphasis on improving employee experience with a more modern network solution
- B. the desire for a private cloud solution that integrates with Amazon Web Services (AWS)
- C. the need for a container as a service (CaaS) solution that integrates with Docker
- D. a focus on optimizing the data center to increase efficiency and lower costs

Correct Answer: D

QUESTION 7

Why is it important to identify the executive KPIs for a company's initiatives?

- A. You can determine if the company's IT group has the support of the company's top executives.
- B. It helps you determine the exact budget that the company has for the IT project you are proposing.
- C. It helps to reveal the strategic importance of the initiatives to the business.
- D. You can identify if the company has any existing vendor relationships that provide professional services

Correct Answer: B

QUESTION 8

Which effect will next-gen technologies such as artificial intelligence, machine learning, and augmented reality have on customer spending?

- A. Customers will spend only a small percentage of their budgets on these technologies, which will remain rare for several more years.
- B. Customers will devote little of their data center budgets to these technologies because they will deploy the technologies in the public cloud.
- C. Customers will devote a significant percentage of their data center investments to supporting these technologies.
- D. Customers are spending a significant amount on these technologies now, but will spend significantly less in the future.

Correct Answer: C

QUESTION 9

Which question can help you uncover a customer's desired business outcomes?

- A. Which areas of your business are over performing and underperforming?
- B. Which IT solution do you think would deliver the most value to your business?
- C. What kind of a return on investment do you expect for your IT projects?
- D. How will you fund your company's digital transformation?

Correct Answer: A

QUESTION 10

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

Correct Answer: A

QUESTION 11

Which type of support is provided by the Professional Services area of HPE Pointnext?

- A. designing, building, and optimizing solutions
- B. delivering it as aService
- C. accelerating DevOps to build and deliver new apps and services
- D. setting up a new funding strategy to pay for services as they are used

Correct Answer: B

QUESTION 12

A customer is considering an HPE HPC solution. Which proof point could you share to highlight HPE benefits in this area?

- A. HPE HPC helped a customer with an open office environment achieve higher productivity for their employees on mobile devices.
- B. HPE HPC helped a global retailer with many branches develop a wayfinding application for their customers\' mobile devices.
- C. HPE HPC helped a chemical global research company reduce computer simulations and modeling times from months to days.
- D. HPE HPC helped an animation studio migrate from traditional IT to public cloud.

Correct Answer: A

QUESTION 13

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

- A. increased facilities ROI and improved productivity
- B. reduced application provisioningtime and enhanced DevOps
- C. lower storage TCO and faster insights from analytics
- D. reduced overprovisioning in the data center and lower TCO

Correct Answer: A

QUESTION 14

What is one benefit of an HPE solution for a customer who needs to modernize their data environment?

- A. HPE offers an open source Dig data and analytics model that better meets customer needsthan proprietary Hadoop.
- B. HPE infrastructure helps customers consolidate their databases for improved throughput and reduced cost.
- C. HPE helps customers replace traditional databases such as SAP HANA with faster in- memory databases.

D. HPESynergy ensures that compute and storage scale together, so that customers can provision for their maximum requirements in advance.

Correct Answer: D

QUESTION 15

What is a benefit of completing as much of the Business Value Framework as possible before, and during, your meeting with customers?

- A. You can create a detailed list of KPIs, which you can then propose to executives at the company.
- B. It guarantees that upper management in the company will accept your proposed solution.
- C. You will be prepared to discuss the measurable business outcomes that matter to your customers.
- D. You can immediately begin talking to executives about the products that are most relevant to the company.

Correct Answer: C

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