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Selling the Value of HPE Hybrid IT Solutions

HP HPE2-E70

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QUESTION NO: 1

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.

ANSWER: A

QUESTION NO: 2

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how

much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

A. HPE Composable Cloud for ProLiant DL

B. HPE SimpliVity with Composable Fabric

C. HPE Nimble

D. HPE OneSphere

ANSWER: A

QUESTION NO: 3

Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

A. HPE OneSphere

B. HPE OneView

C. HPE GreenLake Flex Capacity

D. HPE StoreOnce Catalyst

ANSWER: A C

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.

ANSWER: B C

QUESTION NO: 5

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tights budgets and cannot afford a large capital expenditure. Which solution should you emphasize when talking with this customer? (Choose two.)

A. Data security and backup from HPE Recovery Manager Central

B. Pay-per-use consumption models from HPE GreenLake Flex Capacity

C. AI-driven automation from HPE InfoSight

D. Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage

E. Multi-cloud management and insights from HPE OneSphere

ANSWER: B C

QUESTION NO: 6

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.

ANSWER: C

QUESTION NO: 7

What is the way that HPE Synergy helps customers to accelerate innovation? (Choose two.)

A. Its machine learning algorithms enable IT to resolve problems before they cause issues.

B. Its template-based provisioning approach cuts service deployment time from weeks to minutes.

C. Its Data Virtualization Platform makes data more accessible to IT and speeds IT processes.

D. Its siloed approach to resource deployment ensures that each IT team can work at peak efficiency.

ANSWER: A B

QUESTION NO: 8

Your customer prioritizes simplified management and reduced data management costs for general storage workloads. Which solution family should you suggest?

A. HPE StoreOnce

B. HPE 3PAR

C. HPE Nimble

D. HPE Apollo

ANSWER: B

QUESTION NO: 9

Which trend is further complicating customers' hybrid IT environments?

A. Companies must enhance the security of traditional IT to match the stronger security provided by public clouds.

B. Most companies must acquire the necessary expertise to manage multiple clouds.

C. A majority of companies are focusing an wireless, rather than wired, access in campus networks.

D. Many companies cannot fund public cloud projects, creating a greater need for traditional IT.

ANSWER: D