



# HPE2-E68<sup>Q&As</sup>

Introduction to Selling HPE Solutions

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#### QUESTION 1

What is a distinct feature of HPE StoreOnce VSA?

- A. It can run internally on any HPE autoloader tape system.
- B. It archives data to either tape or DVD media.
- C. It can manage primary storage for remote and branch offices.
- D. It is hardware agnostic and installs on any server.

Correct Answer: A

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#### QUESTION 2

Which value proposition is most likely to resonate with small and medium organizations that are seeking a server solution?

- A. HPE BladeSystems can be deployed at remote offices without the need for a server closet.
- B. HPE servers are efficient as well as simple to deploy and use.
- C. HPE servers offer many technologies for IT staff to tune and optimize.
- D. HPE tower servers are designed specifically for the datacenter environment.

Correct Answer: C

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#### QUESTION 3

How can HPE OneView make your IT teams more effective and productive? (Select two.)

- A. It can manage software updates for all major operating systems and applications.
- B. It provides a specialized interface to accommodate each server model.
- C. It provides an activity feed with real time alerts.
- D. It offers the ability to use Telnet or SSH for management viewing.
- E. It offers a single-pane-of-glass view for managing all HPE servers.

Correct Answer: CD

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#### QUESTION 4

What is a key benefit for an HPE partner when selling HPE IT Support Services?



- A. increases revenue because customers upgrade their infrastructure more frequently.
- B. prevents customers from moving to private cloud solutions.
- C. allows the partner to bill the customer on a variable cost structure.
- D. allows the partner to position themselves as a trusted advisor.

Correct Answer: A

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#### QUESTION 5

A customer wants to buy network switches that will support a wireless AP infrastructure that needs to stay up on a 24/7 basis. The APs will be located above the ceiling where there are no power outlets. Which feature must the switches have to meet this criteria?

- A. stacking.
- B. WFA2 enabled.
- C. Spanning Tree Protocol.
- D. PoE+.

Correct Answer: D

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