



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

Introduction to Selling HPE Solutions

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#### QUESTION 1

Which HPE product provides flash-based block storage to the LAN?

- A. HPE MSA 242.
- B. HPE StoreOnce 3000/5000.
- C. HPE StoreEasy 3000.
- D. HPE D6000.

Correct Answer: B

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#### QUESTION 2

How can HPE ProLiant servers help customers to reduce IT costs?

- A. by providing up to 3 times more compute capacity than competitive systems.
- B. by including a built-in HPE proprietary virtualization layer that enables customers to virtualize more quickly.
- C. by supporting cartridges optimized for different workloads that customers can easily replace if their needs change.
- D. by providing an out-of-the-box Software as a Service (SaaS) service portal.

Correct Answer: A

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#### QUESTION 3

What is a major factor in influencing many small to medium businesses to require wireless network solutions?

- A. the growing BYOD movement.
- B. the need to increase connection speed.
- C. the need to support legacy devices.
- D. the need for greater security.

Correct Answer: A

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#### QUESTION 4

A new customer wants a storage solution that can grow as their storage needs grow, and that will protect and leverage their initial investment. Why would the MSA 1040 be a good match?

- A. It allows data-in-place migrations to the MSA 2040 and MSA 2042.



- B. It can utilize available storage residing on x86 servers that are no longer used.
- C. It can be deployed in affordable building blocks to match growth.
- D. HDD drives can be hot swapped with larger SSD drives.

Correct Answer: B

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#### QUESTION 5

What is one benefit of an HPE hybrid infrastructure?

- A. It ensures that IT budgets use a fixed cost structure rather than a variable one.
- B. It enhances security because it requires all resources and services to remain on-site.
- C. It reduces support costs by eliminating all self-provisioning mechanisms.
- D. It drastically reduces the time for service and resource deployment.

Correct Answer: A

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