



# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

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#### QUESTION 1

What is a common challenge that is driving customers toward software-defined solutions?

- A. After initially embracing cloud, developers are now reluctant to use cloud services.
- B. Manual processes in siloed data centers leave IT staff little time to innovate.
- C. Customers\' private cloud solutions tend to be less secure than public cloud.
- D. Typical procurement cycles under-provision the data center for current capacity requirements.

Correct Answer: D

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#### QUESTION 2

What is a way that the HPE Composable Fabric enable? customers to accelerate IT and Delist meet their business needs?

- A. It speeds up provisioning time because services can any deployed on any combination of compute resources within we fabric, regardless of location.
- B. It guarantees a flexible payment model that enables the customer to obtain necessary resources as soon as they are required, rather than over months.
- C. It enables developers to quickly select services, based on multiple clouds and the on-premises enrollment using a simple self-service catalog,
- D. It provides a unified management platform with templates that help admins more quickly update server and storage firmware, as well as to troubleshoot more quickly.

Correct Answer: D

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#### QUESTION 3

Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

- A. How is your business affected when you don\'t have enough IT capacity when you need it?
- B. How much time does your IT department spend on keeping track of licenses and assigned assets?
- C. How are you securing your employees\' desktops against ransomware?
- D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?

Correct Answer: B

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#### QUESTION 4



How does HPE Pointnext provide a key distinguishing feature for HPE multi-cloud solutions?

- A. It provides a multi-cloud management platform that gives customers visibility across their on-premises environment and multiple clouds.
- B. It helps customers identify maturity gaps and plan their cloud strategy, factoring in people, processes, and technology.
- C. It provides an easy to use API that enables customers to integrate their multi-cloud solution with a broad ecosystem of third-party applications.
- D. It helps customers to operate more efficiently by giving customers a pay-per-use funding model for both HPE and partner vendor infrastructure.

Correct Answer: B

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#### QUESTION 5

What steps are necessary for companies that want to use data to transform digitally?

- A. Increase the amount of data gathered and use intelligent storage to manage and interpret it.
- B. Improve resiliency by storing data in multiple public clouds and require each service provider to strengthen security measures.
- C. Inquire all data to be stored in the cloud and rely on the cloud service provider to extract insights.
- D. Focus on gathering data at the edge and secure that data using Artificial Intelligence (AI)

Correct Answer: D

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