HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

A customer explains that IT spends a significant amount of time on server lifecycle management tasks such as firmware updates. Which HPE solution simplifies and automates these tasks?

A. HPE InfoSight

B. HPE OneSphere

C. HPE Composable Fabric

D. HPE OneView

Correct Answer: D

QUESTION 2

A small business is growing so the HPE MSA storage solution they purchased three years ago no longer meets their capacity requirements. The customer typically waits as long as possible to update their infrastructure.

Which solution would you recommend?

A. The customer could use HPE Cloud Bank Storage on HPE MSAs to move storage to the cloud, regardless of workload.

B. The customer could benefit from HPE OneSphere, which would enable them to migrate their storage to a public cloud and manage all their workloads across a hybrid cloud environment.

C. The customer is a good candidate for HPE Financial Services, which could help them extract value from the MSA solution and apply it to an HPE Nimble solution.

D. The customer is an ideal candidate for HPE GreenLake Flex Capacity, based on their size and the frequency of their hardware upgrades.

Correct Answer: B

QUESTION 3

In what situation is it ideal to create a BVF for your potential customer?

A. When you want to build long-time value, understand the customer\\'s business language and demonstrate your added value.

B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.

C. When you\\'ve tried other selling tactics and the customer still hesitant about HPE solutions.

D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

QUESTION 4

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

QUESTION 5

Your customer is interested in a solution that will scale immediately to provide the capacity the company needs. However, the customer isn\\'t sure why HPE EaaS is better than moving to the public cloud.

How should you respond to highlight the advantages of the HPE EaaS?

A. Public cloud isn\\'t as great as you think. Have you read any recent reports from industry analysts about the downfalls of cloud?

B. The flexibility of public cloud comes with some risks. How would a service provider outage affect your reputation and bottom line?

C. The cost of the public cloud is continuously in fluctuation. Wouldn\\'t you rather have a flat, consistent monthly bill?

D. Public cloud may be the latest trend, but wouldn\\'t you rather have a solution that sets you apart from your competitors?

Correct Answer: B

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