



# HPE2-E71<sup>Q&As</sup>

HP Introduction to Selling HPE Products, Solutions and Services Exam

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### QUESTION 1

Which HPE storage solution is targeted to customers who want, not only to store backup data, but also to put that data to work?

- A. HPE MSA
- B. HPE StoreEver
- C. HPE StoreEasy and RMC
- D. HPE Nimble Adaptive Flash Array

Correct Answer: D

Reference: [https://www.hpe.com/emea\\_europe/en/storage/rmc-backup.html](https://www.hpe.com/emea_europe/en/storage/rmc-backup.html)

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### QUESTION 2

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

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### QUESTION 3

Your customer needs to implement the strongest security measures to demonstrate regulatory compliance. Which Gen10 features should you highlight when talking to this customer? (Select two.)

- A. Silicon Root of Trust
- B. Insight Control
- C. Runtime validation
- D. Unified Extensible Firmware Interface (UEFI)
- E. Intelligent Provisioning



Correct Answer: AE

Reference:

[https://portal.techdata.ch/fileadmin/user\\_upload/Infos/Produkt/Gen10/HPE\\_Gen10FAQ\\_a00009319ENW\\_July2017.pdf](https://portal.techdata.ch/fileadmin/user_upload/Infos/Produkt/Gen10/HPE_Gen10FAQ_a00009319ENW_July2017.pdf)

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#### QUESTION 4

A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

- A. Zero touch management
- B. Dynamic segmentation
- C. Web content filtering
- D. Adaptive Radio Management
- E. ClientMatch

Correct Answer: BE

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#### QUESTION 5

How does HPE SimpliVity 380 deliver better data efficiency than other hyperconverged solutions without compromising application performance?

- A. It offloads optimization to HPE SimpliVity Accelerator Card so compute resources can run virtual machines (VMs).
- B. It provides more DRAM to handle optimization, deduplication, and compression functions.
- C. It runs optimization, deduplication, and compression as background processes and prioritizes applications.
- D. It dedicates one compute resource to optimization, reserving the other compute resources for applications.

Correct Answer: C

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