



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

HP Introduction to Selling HPE Products, Solutions and Services Exam

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### QUESTION 1

Which statement reflects the role of business managers in purchasing IT solutions for SMBs?

- A. They are involved in every step of the process and are the primary decision makers in needs assessment and identifying solution options.
- B. They are kept informed of IT's progress in evaluating solutions and then approve the budget for actually purchasing the solutions.
- C. They are consulted in the needs assessment step but do not have a significant role in the remaining steps of the buying process.
- D. They are engaged in the first three steps of the buying process, but do not participate in evaluating and selecting the solution.

Correct Answer: A

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### QUESTION 2

Which SMB offer provides the software and hardware customers need to run popular workloads?

- A. Entry models
- B. Standard models
- C. Performance models
- D. Solution models

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/servers/entry-level.html](https://www.hpe.com/emea_europe/en/servers/entry-level.html)

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### QUESTION 3

What are business values of HPE SimpliVity? (Select two.)

- A. SimpliVity eliminates the need for data center core switches.
- B. SimpliVity integrates up to five core data center activities, simplifying IT operations.
- C. A majority of companies using HPE SimpliVity report a dramatic improvement in application performance.
- D. Companies can deploy services and applications more quickly, allowing IT to focus on innovation.
- E. IT can choose from a suite of management tools, allowing them to use the tool that is best suited for their IT staff's skill sets.

Correct Answer: CD

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#### QUESTION 4

A customer requires a core switch for a large campus network. Which switch would you recommend?

- A. Aruba 8400 Series Switch
- B. Aruba 5400R zl2 Series Switch
- C. Aruba 3810M Series Switch
- D. Aruba 2930M Series Switch

Correct Answer: A

Reference: <https://www.arubanetworks.com/products/networking/switches/8400-series/>

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#### QUESTION 5

Which challenge do SMB customers face in being competitive in terms of their workforce?

- A. They cannot attract millennials who tend to be tech savvy so a majority of their management are resistant to new innovations in technology.
- B. Their full-time IT staff need to refresh their skills so they can work more effectively and efficiently.
- C. They have to make IT process and decision-making more visible to users, who complain about the lack of insight into the IT department.
- D. They have to provide reliable network access to all their employees, regardless of location, to maintain productivity and satisfaction.

Correct Answer: B

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