



HPE2-E71^{Q&As}

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QUESTION 1

You are explaining the HPE SimpliVity HyperGuarantee to a customer. How can you describe the Hyper Protected part of this guarantee?

- A. HPE SimpliVity is protected against hardware defects, ensuring customers receive replacement parts within 1 business day.
- B. Customers can quickly back up or restore large amounts of data, such as 1 TB virtual machine in less than one minute.
- C. Customers receive a one-year subscription of malware detection software when purchasing HPE SimpliVity.
- D. HPE SimpliVity includes a stateful firewall, which enables policy-based management.

Correct Answer: B

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/simplivity-guarantee.html

QUESTION 2

Which challenge might you face when discussing server solutions with your SMB?

- A. A majority of SMBs do not plan to upgrade their infrastructure over the next two years.
- B. They think "one size fits all," meaning that vendors offer one server that meets the needs of 90% of SMBs.
- C. They are not very concerned about cyber attacks so security is not a top priority for them.
- D. SMBs with few IT resources may be considering public cloud solutions.

Correct Answer: D

QUESTION 3

Which describes the HPE SimpliVity 380?

- A. Software-defined and hardware optimized
- B. Built on the HPE Apollo Gen10 Server
- C. Designed specifically for companies that need a VDI solution but have space constraints
- D. Optimized for compute-intensive workloads, rather than storage-intensive workloads

Correct Answer: A

QUESTION 4



Which is one challenge that SMB customers face in adopting cloud?

- A. They cannot find convenient services for their needs.
- B. They find that the cloud services are not agile enough.
- C. They need to maintain control and ensure data is secure.
- D. They tend to prefer CAPEX funding models over OPEX.

Correct Answer: C

Reference: <https://techaisle.com/blog/338-smb-and-midmarket-it-maturity-segments-cloud-adoptionchallenges>

QUESTION 5

Your customer wants to know why she should use HPE Pointnext. Which statistic can you share to demonstrate HPE's success with services engagements?

- A. Approximately 2,900 HPE Services specialists join the worldwide HPE team annually.
- B. HPE partners add more than 20,000 services engagements to HPE Pointnext annually.
- C. The customer satisfaction rating for HPE services is nearly 100%.
- D. 99% of customers purchase additional HPE solutions after they experience an HPE Services engagement.

Correct Answer: D

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