



HPE2-E71^{Q&As}

HP Introduction to Selling HPE Products, Solutions and Services Exam

Pass HP HPE2-E71 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/hpe2-e71.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Which server solution gives customers a subscription-based, managed server?

- A. HPE ProLiant DL385 Gen10 server
- B. HPE ProLiant ML380 Gen10 server
- C. HPE ProLiant Easy Connect ML110 D. HPE ProLiant DL560 Gen10 server

Correct Answer: C

Reference: <https://www8.hp.com/us/en/hp-news/press-release.html?id=2212173>

QUESTION 2

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/>

QUESTION 3

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

QUESTION 4

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.



Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

QUESTION 5

Your SMB customer needs a new storage solution. You want to know if the customer is a good fit for a business analytics and database support use case. Which question would help you qualify the customer for this use case?

- A. What technologies and software are you using to back up your data?
- B. How do you address unplanned downtime?
- C. What are your biggest challenges in gaining insights from your data?
- D. How virtualized is your environment?

Correct Answer: C

[Latest HPE2-E71 Dumps](#)

[HPE2-E71 Study Guide](#)

[HPE2-E71 Braindumps](#)