



HPE2-E71^{Q&As}

HP Introduction to Selling HPE Products, Solutions and Services Exam





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QUESTION 1

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

QUESTION 2

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 3

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 4

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 5

What type of support can a customer expect from HPE Pointnext Operational Services?

- A. Setting up a new funding strategy to pay for services as they are used
- B. Designing and optimizing solutions
- C. Optimizing workloads, resources, and capacity
- D. Accelerating DevOps to build and deliver new apps and services

Correct Answer: B

Reference: <https://tdhpe.techdata.eu/en/Products/Services/Introducing-HPE-Pointnext/>

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