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QUESTION 1

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-america.html>

QUESTION 2

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

QUESTION 3

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 4

Your customer has an aging infrastructure and tells you that their company is moving to the public cloud. What can you tell the customer about HPE SimpliVity?

- A. Nearly 90% of customers regret moving to the cloud.
- B. Although the cloud offers a more affordable solution, it does not give customers the control of an on-premises solution.
- C. Hyperconverged systems don't quite match the ease of management the cloud offers, but they provide a lower total cost of ownership.
- D. When compared to cloud solutions, hyperconverged solutions can lower costs up to 55%.

Correct Answer: D

Reference: <https://www.hpe.com/lamerica/en/resources/integrated-systems/simplivity-cost-savings.html>

QUESTION 5

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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