



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in helping the company manage a lower than expected growth rate of 2%.
- B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
- C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
- D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

QUESTION 2

What is one challenge of implementing machine learning?

- A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
- B. Developers struggle to make decision makers see the value of machine learning.
- C. Few models for artificial intelligence and machine learning exist yet.
- D. Companies do not have enough data to implement machine learning.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificialintelligence-innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html>

QUESTION 3

What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

- A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
- B. "What goals are you trying to achieve with your hybrid cloud environment ?and what stands in the way?"
- C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
- D. "Let\\'s talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B

QUESTION 4

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?



- A. SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.
- B. SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.
- C. Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.
- D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

Correct Answer: C

QUESTION 5

Which common challenge can make a customer a good candidate for HPE GreenLake?

- A. Users are complaining about inconsistent applications performance at branch offices.
- B. IT staff is overwhelmed, putting the customer at risk of error-caused security and availability issues.
- C. The customer's growth remains stagnant and below 1% a year.
- D. Financial pressures are causing the customer to turn away from OPEX in favor of CAPEX.

Correct Answer: A

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