

# HPE2-E72<sup>Q&As</sup>

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 benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: https://www.1rti.com/the-advantages-of-hpe-infosight/

#### **QUESTION 3**

What issue with public cloud leads some companies to move workloads back on-premises?

- A. Limited scalability
- B. Time consuming manual configuration
- C. Underutilized resources
- D. Lack of control

Correct Answer: D

Reference: https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html

#### **QUESTION 4**



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What is one benefit of HPE Synergy for customers who want to start containerizing their applications?

A. HPE Synergy helps customers to reduce deployment time for Red Hat OpenShift Container Platform from days to hours.

B. HPE Synergy is specifically designed to run containerized workloads rather than traditional or virtualized workloads.

C. HPE Synergy includes a self-service catalog that enables developers to provision container platforms without help from IT.

D. HPE Synergy helps customers replace their existing continuous integration/continuous deployment (CI/ CD) tools with end-to-end HPE Synergy automation tools.

Correct Answer: A

Reference: https://community.hpe.com/t5/Servers-The-Right-Compute/Built-in-data-protection-Red-HatOpenShift-Container-Platform/ba-p/7058465#.XpHWQ5pRWQ4

#### **QUESTION 5**

What is one drawback of traditional private cloud solutions as compared to public cloud?

- A. Traditional private cloud solutions have a CAPEX model, rather than pay-as-you-go like public cloud.
- B. Traditional private cloud solutions lead to more unexpected costs than public cloud.
- C. Traditional private cloud solutions make it harder for the company to audit regulatory compliance than with public cloud.
- D. Traditional private cloud solutions almost always have a higher TCO than public cloud.

Correct Answer: B

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