

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

Selling HPE Hybrid Cloud Solutions

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#### **QUESTION 1**

What is a key distinguishing feature of HPE composable infrastructure solutions?

A. HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.

B. HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.

C. HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.

D. HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

Correct Answer: C

Reference: https://www.hpe.com/us/en/what-is/composable-infrastructure.html

#### **QUESTION 2**

How does HPE GreenLake help customers scale their IT services to meet demand?

A. HPE GreenLake moves the customer\\'s workloads to the public cloud when demand exceeds available capacity.

B. HPE GreenLake provides capacity and planning features and a capacity buffer to help companies keep ahead of demand.

C. HPE GreenLake provides software-defined automation to discover and manage all HPE infrastructure within the customer\\'s environment.

D. HPE GreenLake employs Al to identify and unlock underused resources and make them available for composable resource pools.

Correct Answer: C

Reference: https://www.hpe.com/emea\_europe/en/services/flexible-capacity.html

#### **QUESTION 3**

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company\\'s needs?

B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?

C. Would you consider HPE GreenLake if I offered you a discount for the first six months?



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D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

#### **QUESTION 4**

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 benefit of the HPE acquisition of MapR for HPE customers?

A. HPE has added MapR\\'s Al-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.

C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.

D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

Correct Answer: C

Reference: https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligentdata-platform-with-acquisition-of-mapr-business-assets.html

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