



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

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 2

What is one distinguishing characteristic of HPE InfoSight?

- A. It increases durability for data stored in the cloud by using multiple cloud providers.
- B. It gives customers deep insight into the packets that flow across the data center and into the cloud.
- C. It uses User and Endpoint Behavior Analysis (UEBA) to detect suspicious behavior.
- D. It helps find issues that cut across siloes with cross-stack analytics.

Correct Answer: D

Reference: <https://www.insight.com/maintenance/maintenance.html>

QUESTION 3

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer puts absolute zero downtime at the top of their list of requirements.
- B. The customer is looking for a simple storage solution for their VMware environment.
- C. The customer is looking for a software-defined storage solution to store files for big data.
- D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C

QUESTION 4

What is an accurate, helpful description of HPE GreenLake?

- A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go



funding.

- B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
- C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.
- D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/it-consumption.html>

QUESTION 5

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customers' data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B

Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

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