



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is one benefit of the HPE acquisition of MapR for HPE customers?

- A. HPE has added MapR's AI-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>

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

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and compete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D



Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

QUESTION 4

What is one distinguishing feature of HPE Pointnext?

- A. It is the research lab where HPE develops the disruptive technologies of tomorrow.
- B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.
- C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.
- D. It provides customers with compute, storage, and networking products that are not yet generally available.

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expandsdatacenter-care-services-to-empower-todays-modern-business.html>

QUESTION 5

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

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