



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

Selling HPE Hybrid Cloud Solutions

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### QUESTION 1

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of onprem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

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### QUESTION 2

Which statement accurately describes HPE Synergy?

- A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.
- B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.
- C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.
- D. HPE Synergy is designed to provide density-optimized storage and compute for the customer's most demanding workloads.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/servers/density-optimized.html>

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### QUESTION 3

What is one productive way for companies to address exploding amounts of data?

- A. Archive the data on flash until needed for regulatory audits.
- B. Use intelligent storage to reduce the amount of data that the business collects.
- C. Delete the oldest data so that they can focus on the freshest data.
- D. Use AI to analyze the data and extract value from it

Correct Answer: D

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#### QUESTION 4

Which customer is a good fit for HPE GreenLake?

- A. "To stay within our budget, I want to expand our storage using HDD or even tape. Speed is not an issue, so I don't want flash."
- B. "We need to ensure that our network can keep up with growth, without breaking our budget."
- C. "With the security risks it poses and given the sensitive nature of our data, I don't even want to consider an IoT network."
- D. "Our CIO recently moved most of our workloads to the cloud and added a second cloud provider."

Correct Answer: D

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#### QUESTION 5

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

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