HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

What is one challenge of implementing machine learning?

A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.

B. Developers struggle to make decision makers see the value of machine learning.

C. Few models for artificial intelligence and machine learning exist yet.

D. Companies do not have enough data to implement machine learning.

Correct Answer: A

Reference: https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificialintelligence-innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html

QUESTION 2

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

QUESTION 3

What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

A. HPE enables companies to customize their solutions with a Unified API

B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers

C. HPE provides development tools for public and private clouds

D. HPE provides a superior public cloud experience and seamless integration with private clouds

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake.html

QUESTION 4

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 Scholarschips program offers smaller businesses a chance to earn extra capital and complete 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 5

Which statement indicates that the customer could be a good candidate for HPE\\'s composable and software-defined solutions?

A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."

B. "We want to upgrade our rack servers as simply as possible. We\\'re not expanding quickly."

C. "IoT is presenting a lot of security threats that we are not prepared to address."

D. "We can\\'t seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

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