HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

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

QUESTION 2

What is one benefit artificial intelligence providing for HPE composability?

A. Automating third-party integration with the HPE Unified API

B. Providing template-based provisioning as part of HPE InfoSight

C. Using predictive analytics to optimize the infrastructure

D. Providing security analysis of HPE firmware

Correct Answer: C

QUESTION 3

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

QUESTION 4

You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as

part of the conversation?

A. Challenges in helping the company manage a lower than expected growth rate of 2%.

B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.

C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.

D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

QUESTION 5

What is guideline for tailoring the conversation to CEOs?

A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.

B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.

C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.

D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

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