



# HPE2-E75<sup>Q&As</sup>

Selling HPE Edge-to-Cloud Solutions (2021)

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#### QUESTION 1

What has been a hallmark of HPE from the time it started?

- A. innovative solutions
- B. converged infrastructure
- C. conventional paradigms
- D. IT as a service

Correct Answer: A

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#### QUESTION 2

What is one way HPE and Arubasolutions help to enhance security?

- A. They confine data and memory-driven computing to the network core.
- B. They build a silicon root of trust into IoT device hardware.
- C. They can onboard, monitor, and apply policies to BYOD and IoT devices.
- D. They ensure that archived data is encrypted and compliant with regulations.

Correct Answer: C

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#### QUESTION 3

You are discussing a customer's data center strategy, and the customer mentions that developers have started to use Docker. What does this indicate about?

- A. This customer could be a good prospect for HPE Intelligent Edge solutions, which accelerate the analysis of data collected at the edge and imported into.
- B. This customer could be a good prospect for HPE intelligent Edge solution, which integrate Docker intelligence into location based services.
- C. This customer could be a good prospect for HPE Hybrid IT solutions, but you must convince decision makers that Docker is not a good choice for them.
- D. This customer could be a good prospect for HPE Hybrid IT solutions, which can synchronize infrastructure automation with Docker automation.

Correct Answer: D

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#### QUESTION 4



What is one way that HPE is preparing customers for the future?

- A. by helping them remove containers and shift all workloads to virtualized servers
- B. by helping them replace Platform as a Service (PaaS) with Software as a Service (SaaS)
- C. by helping them transform into data-driven organizations
- D. by helping them transition away from data toward apps

Correct Answer: C

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#### QUESTION 5

What are some of the services supported by an HPE Intelligent Workspace solution?

- A. desktop management and provisioning with HPE Unified API
- B. desk hoteling and dynamic space scheduling
- C. rapid deployment and management of HPC clusters
- D. DevOps and Platform as a Service (PaaS)

Correct Answer: B

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