

HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

What is one IT trend that is driving customers to transform to a new hybrid infrastructure?

- A. increased budgets to invest In IT projects
- B. faster development and deployment cycles
- C. fewer requests for IT from Line-of-Business (LoB) managers
- D. a need for fixed server, storage, and network components

Correct Answer: C

QUESTION 2

What distinguishes HPE Hybrid IT solutions from many competitors\\' solutions?

- A. HPE does not integrate open source code such as OpenStack within its cloud solutions.
- B. HPE can offer a single, end-to-end solution that isintegrated as well as open.
- C. HPE has partnered with leading server and storage vendors to create its core hybrid IT solutions.
- D. HPE understands customers\\' need to evolve to complete off-premises operation for their most critical apps.

Correct Answer: B

QUESTION 3

What is oneimperative for IT in order to support today\\'s new generation of apps and data?

- A. IT must extend change management lifecycles to reduce risk.
- B. IT must be able to scale quickly and seamlessly.
- $\ensuremath{\text{C.}}$ IT must expand the data center footprint.
- D. IT must deploy IoT devices that support next-gen analytic workloads.

Correct Answer: D

QUESTION 4

Which customer issue does an in-memory database address?

- A. the need for faster insights from data
- B. the need for desktop virtualization



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- C. the need for flexiblestorage and compute scaling
- D. the need for data virtualization in the cloud

Correct Answer: A

QUESTION 5

Which compelling statistic can you share with customers who are not familiar with the success that HPE has with services engagements?

- A. After an HPE Services engagement, 99% of customers purchase additional HPE solutions.
- B. HPE partners bring over 25,000 services engagements to HPE annually.
- C. The customer satisfaction rating for HPE Services is close to 100%.
- D. Approximately 2,500 HPE Services specialists join the worldwide HPE team annually.

Correct Answer: C

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