



HPE2-E75^{Q&As}

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

Which benefit does HPE Capacity Care provide?

- A. meeting room capacity tracking to help customers improve productivity
- B. mobile network capacity planning to improve network services
- C. capacity monitoring to help customers transition to IT as a Service
- D. storage capacity tuning to help customers optimize databases

Correct Answer: C

QUESTION 2

Which question can you ask to identify an opportunity for selling an HPE intelligent Workspace solution?

- A. Can you tell me your plan for implementing IoT?
- B. Have you considered using context and location-based services to track your customer?
- C. Do you have concerns about employee productivity and collaboration?
- D. What steps are you taking to keep your network secure?

Correct Answer: C

QUESTION 3

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

QUESTION 4

How does the new HPE Cloud Cruiser product help customers manage and optimize IT usage in their organization?

- A. with flash storage capabilities
- B. via a suite of management and security platforms



- C. throughconsumption analytics software
- D. with entity behavior analytics

Correct Answer: D

QUESTION 5

What is one way that HPE Synergy helps customers reduce costs?

- A. It reduces over-provisioning by allowing the redefinition of resources for current needs.
- B. It allows customers to shift from atraditional workplace to a more efficient open office.
- C. It permits customers to move expensive analytics away from the core to the edge.
- D. It helps customers identify the legacy hardware that consumes the most power.

Correct Answer: A

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