



# HPE2-E64<sup>Q&As</sup>

Selling HPE SMB Solutions and Services

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#### QUESTION 1

Which HPE 3PAR StoreServ model is positioned as an affordable entry point for customers that require up to 400 storage capacity?

- A. HPE 3PAR StoreServ 8200
- B. HPE 3PAR StoreServ 10800
- C. HPE 3PAR StoreServ10400
- D. HPE 3PAR StoreServ 8400

Correct Answer: A

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#### QUESTION 2

Which switch series should you recommend for a mid-sized campus core?

- A. HPE 5400R
- B. HPE 2920
- C. HPE 1420
- D. HPE 1920

Correct Answer: A

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#### QUESTION 3

What are the three focus areas for HPE data privacy services?

- A. encode, eliminate, and reclaim
- B. store, alter, and restore
- C. retain, remove, and recover
- D. hide, release, and refresh

Correct Answer: C

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#### QUESTION 4

Which HPE product fully integrates storage, server, networking and management for better compute density and efficiency?

- A. HPE MSA 1040



- B. HPE ConvergedSystem 250-HC StoreVirtual
- C. HPE 3PAR StoreServ 8200c
- D. HPE StoreEasy 1840

Correct Answer: B

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#### QUESTION 5

Which product is best suited to meet an SMB customer's backup requirements and to manage data protection at remote locations, and uses Federated Deduplication to significantly reduce the capacity needed to store backup data?

- A. HP StoreVirtualVSA
- B. HP 3PAR StoreServe VSA
- C. HP StoreOnce VSA
- D. HP StoreEasy VSA

Correct Answer: C

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#### QUESTION 6

How do HPE solutions for wired and wireless networks reduce total cost of ownership (TCO)?

- A. They create a simpler network architecture and include the HPE Limited Lifetime Warranty 2.0.
- B. They embed wireless features within switches so that access points (APs) are not necessary
- C. They use proprietary HPE software-defined networking (SDN) technologies to eliminate software updates
- D. They focus on the 802.11n technologies that customers need rather than expensive 802.11ac technology.

Correct Answer: A

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#### QUESTION 7

A customer is considering either HPE Proactive Care or HPE Proactive Care Advanced services for their solution. Which benefit does Proactive Care Advanced offer that Proactive Care does not?

- A. health scans for problem prevention
- B. dedicated account support manager (ASM)
- C. enhanced call handling
- D. firmware updates

Correct Answer: B

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### QUESTION 8

What unique service is provided with HPE Proactive Care Plus?

- A. Proactive Scans
- B. guaranteed 4 hours to repair
- C. dedicated, local Account Support Manager
- D. enhanced escalation process.

Correct Answer: C

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### QUESTION 9

What is HPE's turnkey, enterprise-grade Wi-Fi solution for SMB customers?

- A. HPE M330 11ac
- B. HPE M210.11n
- C. HPE AruDa instant
- D. HPE MSM-802 11n

Correct Answer: C

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### QUESTION 10

A customer wants a low-cost SAN solution and is interested in entry consolidation. Which HPE Storage family should you recommend?

- A. HPE StoreVirtual
- B. HPE StoreOnce
- C. HPE MSA
- D. HPE StoreEasy

Correct Answer: C

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### QUESTION 11

Which HPE Networking product should you position for an SMB customer's first network?

- A. HPE 1950 Switch



- B. HPE R120 Wireless VPN Router
- C. HPE 1420 Switch
- D. HPE M330 802 Hac Access Point

Correct Answer: B

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#### QUESTION 12

What is the expected shelf life of data archived on HPE StoreEver Tape solutions ?

- A. 10 years
- B. 5 years
- C. 30 years
- D. 20 years

Correct Answer: C

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#### QUESTION 13

Which business benefit does the HPE ProLiant Gen9's efficient cooling provide versus Cisco UCS?

- A. ProLiant Gen9 servers experience less downtime because they can operate at higher temperatures.
- B. ProLiant Gen9 servers have greater compute power because they operate at lower temperatures.
- C. ProLiant Gen9 servers have a longer life cycle because they operate at lower temperatures
- D. ProLiant Gen9 servers can operate at higher temperatures to reduce energy costs

Correct Answer: D

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#### QUESTION 14

Which customer behavior are you most likely to experience if you sell an HPE ProLiant server solution with HPE Proactive Care Support?

- A. The customer will grow dependent on the HPE support team.
- B. The customer will refer you to others.
- C. The customer will repurchase from you.
- D. The customer will report greater end-user satisfaction.

Correct Answer: C

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#### QUESTION 15

Which business benefits does HPE OneView provide to SMB customers? (Select two.)

- A. HPE OneView increases the need to provide proactive service and support.
- B. HPE OneView increases the number of skilled system administrators.
- C. HPE OneView reduces unplanned outages.
- D. HPE OneView increases IT staff productivity.
- E. HPE OneView increases the time period for standard maintenance.

Correct Answer: CD

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