



HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

Which type of environment is an ideal fit for unmanaged switches?

- A. a medium-sized company that requires a modular switch that enforces port authentication
- B. an SMB office with one subnet and a combination of workstations and VoIP phones
- C. a training lab consisting of a mixture of Windows 7 and Windows 10 workstations
- D. an SMB that needs a core switch that will be used for connecting devices and routing them

Correct Answer: A

QUESTION 2

A small business customer needs to purchase several new servers that will reside throughout the business, but the customer has no designed space to accommodate this equipment Which type of server will be ideal for this customer?

- A. blade.
- B. tower.
- C. rack.
- D. cartridge.

Correct Answer: C

QUESTION 3

How do UC applications tend to affect customer networks?

- A. They introduce the need for dedicated firewall appliances connected to each edge switch.
- B. They increase traffic at the network edge and increase speed requirements.
- C. They increase the amount of latency that network devices can tolerate.
- D. They make the types of traffic that flow through the network more uniform.

Correct Answer: A

QUESTION 4

Which built-in feature of HPE servers can greatly aid IT personnel with server configuration and OS deployment?

- A. Intelligent Provisioning.



- B. HPE OneView.
- C. SCCM.
- D. HPE Insight Inline.

Correct Answer: D

QUESTION 5

What is one way that HPE stands out in the server market?

- A. The HPE server portfolio offers many diverse architectures and a management platform designed for each architecture.
- B. HPE offers the only end-to-end data center management environment.
- C. The HPE server portfolio is focused on the SMB market.
- D. HPE products are consistently less expensive than competing servers.

Correct Answer: B

QUESTION 6

For customers, what is an advantage of utilizing Ethernet storage solutions?

- A. Ethernet is far faster and more reliable than Fibre Channel solutions.
- B. The Ethernet storage solution can mix HDDs and SSDs, which is not allowed with Fibre Channel solutions.
- C. The customer's IT personnel will not have to acquire specialized skills to deploy the storage network.
- D. Ethernet is a made-for-storage technology that is exclusively used in storage solutions.

Correct Answer: C

QUESTION 7

What is the target market for HPE OneView?

- A. mid-sized and enterprise businesses of over 500 employees that want a simpler and faster way to manage and deploy infrastructure within the datacenter
- B. a small-sized business that want HPE support professionals to help manage and deploy assets within the datacenter
- C. mid-sized and enterprise businesses of over 1,000 employees looking for a software- defined storage solution
- D. a small-sized business of under 100 employees that want to incorporate cloud resources in addition to their on-premises datacenter



Correct Answer: C

QUESTION 8

An SMB customer wants a storage appliance that provides a highly available backup architecture. Which HPE product line should you recommend?

- A. HPE StoreOnce.
- B. HPE StoreEasy.
- C. HPE StoreServ.
- D. HPE StoreOnce.

Correct Answer: C

QUESTION 9

A customer needs a fixed port switch that will support 10GB connections and backplane stacking. Which Aruba switch meets this customer's needs?

- A. Aruba Instant 325.
- B. Aruba 2930F.
- C. Aruba 5400R.
- D. Aruba 3810.

Correct Answer: D

QUESTION 10

Which HPE tool provides a console for patching and maintaining the firmware and drivers on multiple HPE servers?

- A. Insight Inline.
- B. Smart Update Manager.
- C. iLO RESTful API.
- D. HPE iLO.

Correct Answer: C

QUESTION 11

Which HPE product provides flash-based block storage to the LAN?



- A. HPE MSA 242.
- B. HPE StoreOnce 3000/5000.
- C. HPE StoreEasy 3000.
- D. HPE D6000.

Correct Answer: B

QUESTION 12

A customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirements?

- A. HPE ProLiant SL4540
- B. HPE ProLiant BL660c
- C. HPE ProLiant ML 110
- D. HPE ProLiant DL 180

Correct Answer: D

QUESTION 13

A new customer wants a storage solution that can grow as their storage needs grow, and that will protect and leverage their initial investment. Why would the MSA 1040 be a good match?

- A. It allows data-in-place migrations to the MSA 2040 and MSA 2042.
- B. It can utilize available storage residing on x86 servers that are no longer used.
- C. It can be deployed in affordable building blocks to match growth.
- D. HDD drives can be hot swapped with larger SSD drives.

Correct Answer: B

QUESTION 14

Which value proposition is most likely to resonate with small and medium organizations that are seeking a server solution\?

- A. HPE BladeSystems can be deployed at remote offices without the need for a server closet.
- B. HPE servers are efficient as well as simple to deploy and use.
- C. HPE servers offer many technologies for IT staff to tune and optimize.



D. HPE tower servers are designed specifically for the datacenter environment.

Correct Answer: C

QUESTION 15

For which type of business is the Aruba AirWave designed?

A. businesses that want a simple and comprehensive solution for controlling BYOD devices

B. businesses that want to own their management infrastructure

C. businesses that want the flexibility of a subscription-based management solution

D. businesses that want the convenience of a cloud-based management solution

Correct Answer: A

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