



HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

QUESTION 2

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

- A. HPE Composable Cloud for ProLiant DL
- B. HPE SimpliVity with Composable Fabric
- C. HPE Nimble
- D. HPE OneSphere

Correct Answer: A

QUESTION 3

What is the topic appropriate to opening a conversation about HPE software-defined solutions?

- A. why a CAPEX funding model is the best choice for on-premises software-defined resources
- B. why users need better performing networks in order to run the latest software and apps
- C. how much training IT staff have in emerging technologies such as big data and AI
- D. how much visibility and control the customer has over resources in the hybrid cloud

Correct Answer: C

QUESTION 4

Your customer is interested in a solution that will scale immediately to provide the capacity the company needs. However, the customer isn't sure why HPE EaaS is better than moving to the public cloud.



How should you respond to highlight the advantages of the HPE EaaS?

- A. Public cloud isn't as great as you think. Have you read any recent reports from industry analysts about the downfalls of cloud?
- B. The flexibility of public cloud comes with some risks. How would a service provider outage affect your reputation and bottom line?
- C. The cost of the public cloud is continuously in fluctuation. Wouldn't you rather have a flat, consistent monthly bill?
- D. Public cloud may be the latest trend, but wouldn't you rather have a solution that sets you apart from your competitors?

Correct Answer: B

QUESTION 5

Which customer profile indicates a good opportunity for HPE Composable Fabric?

- A. We know we need a stronger and more reliable wireless network to support our mobile workforce and empower our users to be productive.
- B. We are Looking for ways to better utilize our resources so that we no longer need to over-provision each rack of servers.
- C. We have implemented an Internet of Things I (oT) solution with IoT devices deployed at the edge, but we need better security to protect them.
- D. We have a lot of critical workloads running in our data center, so we need a storage solution built for backup and redundancy.

Correct Answer: D

QUESTION 6

Which IT administrative challenge indicates that a customer is a good prospect for an intelligent storage solution from HPE?

- A. The customer needs an agile develops environment that simplifies and speeds the development of apps.
- B. The customer is struggling to gain insights into data that is stored in multiple locations with complex technologies.
- C. The customer does not have the resources and skills to manage a multicloud environment, so Line of business is purchasing cloud solutions without IT oversight
- D. The customer needs a cloud-like environment on-premises and help determining where to run workloads in their hybrid cloud environment-

Correct Answer: D



QUESTION 7

What is a way that HPE OneSphere helps customers to simplify their data center?

- A. It support automation of the complete on-premises environment through API?.
- B. It is designed to enable simpler waterfall development models rather than DevOps.
- C. It flattens the data center fabric and eliminates the need for complex technologies,
- D. It helps customers migrate their cloud workloads away from third-party public clouds and to an HPE public cloud.

Correct Answer: C

QUESTION 8

How does HPE OneSphere help customers to control cloud spending?

- A. HPE OneSphere uses AI to improve performance for cloud workloads, enabling the customer to pay for fewer resources for each workload.
- B. HPE unifies payments for all cloud environments under a single payment managed through the HPE OneSphere service.
- C. HPE OneSphere provides a dashboard with real-time cost and utilization metrics across multiple cloud environments.
- D. HPE OneSphere moves all cloud workloads back on-premises and then provides a pay-per-use model for the on-premises workloads.

Correct Answer: C

QUESTION 9

Why will the number of nontechnical developers increase dramatically over the next several years?

- A. IT spending will decrease year-over-year, leading technical developers to focus on other tasks.
- B. Line of business managers will prioritize business skills over technical skills in app developers.
- C. Improvements to development tools will decrease the amount of coding and scripting required to create apps.
- D. Hyperagile apps will be easier to develop because they will run only in cloud environments.

Correct Answer: B

QUESTION 10

A customer wants a proof point about the value that HPE OneView will bring to the business. What does the IDC report confirm about HPE OneView that you could explain to your customer?



- A. It helps customers to significantly reduce the costs of their cloud services.
- B. It provides significantly faster server deployment and less unplanned downtime.
- C. It enhances compression and enables customers to store more data on fewer systems.
- D. It frees up significant bandwidth capacity in the data center network.

Correct Answer: B

QUESTION 11

What is a benefit of an HPE GreenLake Flex Capacity solution?

- A. It helps customers optimize cloud storage capacity with dashboards geared toward IT generalists.
- B. It distributes customer data among multiple clouds in order to increase resiliency.
- C. It provides sophisticated metering that helps customers better understand their IT consumption.
- D. It requires companies to move from a CapEx funding model to a lease, which includes a service level agreement (SLA).

Correct Answer: A

QUESTION 12

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

QUESTION 13

What is a way that HPE GreenLake Flex Capacity helps customers to reduce risk?

- A. It uses an AI-driven approach to capacity optimization, which reduces the risks that arise from human error.
- B. It enables customers to connect rack servers over a flat network infrastructure, which has a lower risk of failure.
- C. It uses a multi-cloud approach, which reduces vendor lock-in and also increases availability for resources.
- D. It lets them avoid the security and availability risks of public cloud while achieving high scalability.



Correct Answer: D

QUESTION 14

What is the benefit HPE GreenLake Flex Capacity offers customers?

- A. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
- B. It provides the ease-of-use and pay-as-you-go advantages of public cloud for an on-premises solution.
- C. It helps customer's quality for low-cost leases for HPE-only solutions.
- D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

Correct Answer: D

QUESTION 15

Which customer initiative could indicate that the customer is a good candidate for HPE software-defined solutions?

- A. unlocking storage capacity with more efficient deduplication
- B. enhancing employees and customers' experience on the network
- C. shifting infrastructure solutions to white box solutions
- D. providing developers with access to resources more quickly

Correct Answer: C

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