HPE2-E72$^{Q\&As}$

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QUESTION 1

What is one way that HPE helps customers to make their data center more agile?

A. The HPE Unified API is an AI-driven engine for helping customers to analyze and optimize their workloads.

B. HPE InfoSight helps customers to reduce the scripts that they use to provision servers from hundreds of lines to one.

C. HPE Composable Fabric solutions help customers to gain more visibility into where their data is stored on-prem or in the cloud.

D. HPE Composable Infrastructure solutions help customers to compose compute and storage for workloads on demand.

Correct Answer: D

Reference: https://www.hpe.com/us/en/integrated-systems/synergy.html

QUESTION 2

What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.

B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.

C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.

D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

Correct Answer: D

QUESTION 3

Which issue is one of the business drivers for HPE GreenLake?

A. Flat growth

B. Increased price competition

C. Inefficient workflows for line of business

D. Long procurement cycles

Correct Answer: B

QUESTION 4

What is an accurate, helpful description of HPE GreenLake?

A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go funding.

B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.

C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one "lake", to simultaneously cut spending and prevent unnecessary manufacturing pollution.

D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Reference: https://www.hpe.com/us/en/services/it-consumption.html

QUESTION 5

What is one benefit of the HPE GreenLake workloads?

A. They include all of the solutions available through HPE GreenLake.

B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.

C. They decrease the time it takes sales professionals to provide a quote.

D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake/workloads.html

QUESTION 6

What issue with public cloud leads some companies to move workloads back on-premises?

A. Limited scalability

B. Time consuming manual configuration

C. Underutilized resources

D. Lack of control

Correct Answer: D

Reference: https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html

QUESTION 7

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company\\'s needs?

B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?

C. Would you consider HPE GreenLake if I offered you a discount for the first six months?

D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

QUESTION 8

What is one distinguishing feature of HPE Pointnext?

A. It is the research lab where HPE develops the disruptive technologies of tomorrow.

B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.

C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.

D. It provides customers with compute, storage, and networking products that are not yet generally available.

Correct Answer: B

Reference: https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expandsdatacenter-care-services-to-empower-todays-modern-business.html

QUESTION 9

Which statement accurately describes HPE Synergy?

A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.

B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.

C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.

D. HPE Synergy is designed to provide density-optimized storage and compute for the customer\\'s most demanding workloads.

Correct Answer: D

Reference: https://www.hpe.com/us/en/servers/density-optimized.html

QUESTION 10

Which benefit is offered by a traditional on-prem solution?

A. Access to shared resources that reduces the risk of down-time to an absolute minimum.

B. The ability to implement strong security measures.

C. Flexible capacity that offers rapid scalability to meet processing and storage demands.

D. Capacity adaption that eliminates the need for over-provisioning

Correct Answer: B