



# HPE2-E75<sup>Q&As</sup>

Selling HPE Edge-to-Cloud Solutions (2021)

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#### QUESTION 1

What is one trend that drives the need for HPE Intelligent Edge solutions?

- A. a more cautious approach to as-a-service solutions
- B. the need to shift from aCAPEX to an OPEX funding model.
- C. demands for more rapid provisioning of applications.
- D. a workforce that is much more mobile and collaborative.

Correct Answer: D

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#### QUESTION 2

What is one reason that companies are turning to virtualized desktop infrastructure (VDI) solutions?

- A. VDI often provides twice the performance of traditional desktop infrastructure.
- B. Deploying VDI takes less advance planning than enabling users to access resources through a VPN.
- C. VDI ensures that the data users access most often is stored locally and is easily accessible.
- D. IT can manage the desktop environment much more easily and quickly with VDI.

Correct Answer: D

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#### QUESTION 3

In talking to your customers, what would suggest an HPE Hybrid IT opportunity?

- A. The customer wants to know if better collaboration tools will improve employee productivity.
- B. The customer is interested in updating their wired and wireless network to include a unified management solution.
- C. The customer wants to implement user-based access to prevent unauthorized users from gaining access.
- D. The customer has been trying to automate their infrastructure but is seeing few results.

Correct Answer: D

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#### QUESTION 4

A customer tells you their company does not need services because the product warranty will provide sufficient protection. How can you explain why the warranty is not sufficient?

- A. The customer must prove that they did not cause the problem by misconfiguring the product.



- B. The customer needs replacement of defective parts.
- C. The customer needs coverage outside normal business hours.
- D. The customer is responsible for paying shipping costs for replacement parts.

Correct Answer: C

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#### QUESTION 5

What is one way that HPE makes hybrid IT simple?

- A. by replacing the customer's mix of public and private cloud services with a one-size-fits-all HPE managed cloud
- B. by delivering the right mix of consumption models, platforms, and processes for the customer's unique needs
- C. by providing Composable Infrastructure resources that are over-provisioned for the application to which they are dedicated
- D. by eliminating cloud systems and moving customers to the reliable traditional IT infrastructure they need

Correct Answer: B

Reference: [http://hpe-spotlight.at/pdf/talks2018/3ZS\\_Six.pdf](http://hpe-spotlight.at/pdf/talks2018/3ZS_Six.pdf)

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#### QUESTION 6

You are investigating an HPE Hybrid IT sales opportunity, and the customer mentions that staff members use automation tools such as Ansible and Chef. What does the use of these tools indicate about the opportunity?

- A. This customer is not a good prospect for an HPE Hybrid IT solution at this point, because the company has already invested in automation tools.
- B. This customer could be a good prospect for HPE Machine, which is designed to enhance the power of configuration automation tools such as these.
- C. This customer is probably a better prospect for HPE intelligent Edge, because the company needs a modern network environment to use these tools successfully.
- D. This customer could be a good prospect for HPE Hybrid IT solutions, which integrate with these tools to create a fully-Programmable infrastructure.

Correct Answer: D

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#### QUESTION 7

What did the acquisition of SGI add to the HPE portfolio?

- A. user and entity and behavior analytics
- B. InfoSight predictive analytics



- C. high-performance computing for real-time analytics
- D. metering of IT resource usage

Correct Answer: C

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#### QUESTION 8

Which customer would be a good candidate for HPE Flexible Capacity?

- A. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- B. a company that is purchasing some services in public cloud but is concerned about public cloud security
- C. a small company that wants to move from a small on-premises network to public cloud
- D. a company that recently updated their data center and anticipates no further updates for at least a year

Correct Answer: B

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#### QUESTION 9

Which competitive advantage did HPE strengthen with the acquisition of SGI?

- A. its leading position in the highperformance computing (HPC) market
- B. its domination of the modern, mobility-first networking space
- C. its broad range of all flash and hybrid flash storage solutions
- D. its place at the forefront of mid-to-large scale object storage platforms

Correct Answer: A

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#### QUESTION 10

You have identified a hybrid IT prospect. Which discovery question can you use to open the conversation?

- A. Are you ready to move away from the cloud and back to a traditional data center?
- B. Are you worried about the security risks of IoT devices?
- C. How are you changing your data center in response to digital disruption?
- D. How are you attracting talented workers with an innovative office space?

Correct Answer: D

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#### QUESTION 11

What is one way Aruba solutions enhance unified communications (UC) and collaboration?

- A. by redirecting compute-intensive apps to wired connections
- B. by giving mobile devices highest priority on the network
- C. by providing low latency networks with end-to-end quality of service
- D. by ensuring all forms of traffic are treated in the same way

Correct Answer: D

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#### QUESTION 12

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A. the ability to integrate IoT devices into the network with minimal security risks
- B. the ability to dynamically deploy location-based service apps to customer mobile devices
- C. the ability to support virtualized workloads from leading vendors such as VMware
- D. the ability to independently scale compute and storage resources, and redefine them dynamically

Correct Answer: D

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#### QUESTION 13

Which type of support is provided by the Professional Services area of HPE Pointnext?

- A. designing, building, and optimizing solutions
- B. delivering it as aService
- C. accelerating DevOps to build and deliver new apps and services
- D. setting up a new funding strategy to pay for services as they are used

Correct Answer: B

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#### QUESTION 14

How do entry-level and mid-sized customers benefit from the HPE Nimble acquisition?

- A. Its all-flash and hybrid-flash storage closes the app-gap, ensuring applications have immediate access to data. B. Its consumption analytics software helps customers manage, meter, and optimize IT usage.
- B. It helps these customers adapt to challenges with mobility, BYOD, IoT, and unified communications.



C. Its high performance computing and real-time analytics power scientific, engineering and business insight and innovation.

Correct Answer: A

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#### QUESTION 15

You have identified a potential hybrid IT prospect. This customer has already virtualized much of the data center, although a few workloads run on baremetal. The customer also has some cloud services. The customer wants to continue using some public cloud services but bring other services back to the data center.

Which approach should you take with this customer?

- A. Approach the customer with a pre-packaged HPE private cloud built on hyper converged Infrastructure.
- B. Avoid wasting more time on this opportunity because the customer is already committed to public cloud.
- C. Take a services-led approach to help the customer unify their services in an automated hybrid cloud.
- D. Help the customer plan how to update their database applications to better support big data and cloud object storage.

Correct Answer: A

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