

# DUMPS ARENA

## Selling HPE Hybrid Cloud Solutions

HP HPE2-E72

Version Demo

Total Demo Questions: 10

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**QUESTION NO: 1**

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?

- A. SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.
- B. SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.
- C. Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.
- D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

**ANSWER: C****QUESTION NO: 2**

How does HPE GreenLake help customers scale their IT services to meet demand?

- A. HPE GreenLake moves the customer's workloads to the public cloud when demand exceeds available capacity.
- B. HPE GreenLake provides capacity and planning features and a capacity buffer to help companies keep ahead of demand.
- C. HPE GreenLake provides software-defined automation to discover and manage all HPE infrastructure within the customer's environment.
- D. HPE GreenLake employs AI to identify and unlock underused resources and make them available for composable resource pools.

**ANSWER: C****QUESTION NO: 3**

What is one major challenge that keeps many customers from obtaining insights from their data?

- A. Their data is spread across a complex hybrid environment
- B. Their C-level executives do not recognize the value of analytics
- C. They cannot afford to store their data on flash drives

D. They have not collected enough data to analyze

**ANSWER: A**

#### **QUESTION NO: 4**

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.

**ANSWER: D**

#### **QUESTION NO: 5**

What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

**ANSWER: D**

#### **QUESTION NO: 6**

You are proposing an HPE Intelligent Data Platform solution to a customer. The customer says: "I'm actually strongly considering cloud storage instead. On-prem storage solutions are too slow to deploy and too expensive to scale." What is one way that can you overcome this objection?

- A. "Sure, your public cloud solution is convenient. But what about orchestrating your infrastructure? In the cloud, it's all siloed."

- B.** “Public cloud providers are offering outdated tools to develop apps. Only private cloud environments allow you to containerize your apps.”
- C.** “HPE GreenLake offers the same scalability and pay-as-you-go economics of the public cloud but in the safety of an on-prem environment.”
- D.** “Public cloud is the right choice, but with HPE’s public cloud, you’ll have greater performance and reliability. There’s no oversubscription and no downtime.”

**ANSWER: C**

#### **QUESTION NO: 7**

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A.** The Primera 630 system offloads most of the customers’ data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B.** The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C.** The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D.** The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

**ANSWER: B**

#### **QUESTION NO: 8**

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.

**ANSWER: D**

**QUESTION NO: 9**

What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

**ANSWER: B****QUESTION NO: 10**

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?

**ANSWER: B**