

# DUMPS ARENA

## Selling HPE Edge-to-Cloud Solutions (2021)

HP HPE2-E75

Version Demo

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**QUESTION NO: 1**

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. how the customer uses open office space
- B. the customer's data management strategy
- C. the time since the customer's last network refresh
- D. the struggles the customer has in securing IoT

**ANSWER: B****QUESTION NO: 2**

What is one benefit of an HPE solution for a customer who needs to modernize their data environment?

- A. HPE offers an open source Dig data and analytics model that better meets customer needs than proprietary Hadoop.
- B. HPE infrastructure helps customers consolidate their databases for improved throughput and reduced cost.
- C. HPE helps customers replace traditional databases such as SAP HANA with faster in-memory databases.
- D. HPE Synergy ensures that compute and storage scale together, so that customers can provision for their maximum requirements in advance.

**ANSWER: D****QUESTION NO: 3**

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

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

**ANSWER: A**

**QUESTION NO: 4**

Why might you recommend Proactive CareAdvanced rather than Proactive Care?

- A. The company wants reports that are tailored for them.
- B. The company needs monitoring 24x7.
- C. The company wants enhanced call handling.
- D. The company needs a dedicated HPE Account Support Manager (ASM).

**ANSWER: D**

**QUESTION NO: 5**

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- B. increasing marketing budgets for server, storage, and hyperconverged products
- C. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- D. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions
- E. making strategic acquisitions that enable them to deliver complete solutions

**ANSWER: C D**

**QUESTION NO: 6**

Which domains are part of the HPE strategy? (Select two )

- A. Commercial IoT
- B. Intelligent Edge
- C. Branch Office and Campus Networking
- D. Wide AreaNetworking
- E. Machine Learning

F. Hybrid IT

**ANSWER: B F**

**QUESTION NO: 7**

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- C. increasing marketing budgets for server, storage, and hyperconverged products
- D. making strategic acquisitions that enable them to deliver complete solutions
- E. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

**ANSWER: A D**

**QUESTION NO: 8**

Which advantage does the Industry Business Value Frameworks (iBVF) tool give you in customer conversations?

- A. You can quickly find funding strategies that businesses in their industry commonly use.
- B. You are better able to talk with them in language that is common to their business.
- C. It enables you to calculate on-the-fly cost models and ROI.
- D. It provides a graphical representation of the strengths of HPE solutions over competitor solutions.

**ANSWER: B**