



HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

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 2

What is the way disruptive technologies are effecting the security landscape?

- A. Attackers are using Artificial intelligence to manipulate data so that companies cannot trust the integrity of the data.
- B. Internet of Things (IoT) devices are making it easier for companies to secure their edge.
- C. Ransomware attacks are no longer a threat because a majority of companies now patch their endpoints.
- D. Fewer attacks are being launched on infrastructure devices as attackers focus their attention on phishing and ransomware attacks.

Correct Answer: D

QUESTION 3

What is a way that HPE OneSphere helps customers to increase control over hybrid cloud environment?

- A. It enables consistent government policies across multiple cloud and the on-premises environment.
- B. As an innovative funding model for on-premises resources, it enables customers to pay only for the resources they use.
- C. As an open ecosystem of third-party application, it gives customers greater choice over which apps run in the data center.
- D. It provides AI-assisted insights into application performance and cuts across storage and compute silos.

Correct Answer: B

QUESTION 4

A customer expresses concerns about the cost of an HPE Greenlake Flex Capacity solution. How should you respond?



- A. HPE GreenLake Flex Capacity focuses on delivering the capacity customers\' needs without extra feature such as support.
- B. HPE Greenlake Flex Capacity uses an equipment leasing that lets customers return equipment at the end of the lease for partial money back.
- C. HPE Greenlake Flex Capacity helps customer to scale back their on-perm capacity in favor of more cost-effective capacity in the HPE public cloud.
- D. HPE GreenLake Flex Capacity reduces costs associated with over-provisioning, so customer are only paying for the resources that they actually use.

Correct Answer: B

QUESTION 5

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer\'s business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you\'ve tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

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