



# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

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### QUESTION 1

What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

Correct Answer: B

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### QUESTION 2

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

- A. HPE Composable Cloud for ProLiant DL
- B. HPE SimpliVity with Composable Fabric
- C. HPE Nimble
- D. HPE OneSphere

Correct Answer: A

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### QUESTION 3

What is the key distinguishing feature that both HPE Nimble and HPE 3PAR offer?

- A. They both provide the highest levels of availability, including for disaster recovery.
- B. They include the industry's first Memory-Driven Flash with storage class memory (SCM) and NVMe.
- C. They are both deployed as part of a hyperconverged solution with built in data protection.
- D. They use a Data Virtualization Platform to improve the efficiency of data storage, backup, replication, and restore operations.

Correct Answer: A

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### QUESTION 4

What is the key reason that customers are reluctant to move all workloads to public clouds?



- A. Public cloud services do not provide fast enough scalability for most customers\' requirements.
- B. C-level executives tend to want to leave IT decisions to IT, and cloud puts too many decision making burdens on them.
- C. Public clouds pose security risks, and placing some workloads there could interfere with regulatory compliance.
- D. Developers have largely resisted moving to the cloud, and businesses are driven to their demands.

Correct Answer: C

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#### QUESTION 5

What is a way that HPE GreenLake Flex Capacity helps customers to reduce risk?

- A. It uses an AI-driven approach to capacity optimization, which reduces the risks that arise from human error.
- B. It enables customers to connect rack servers over a flat network infrastructure, which has a lower risk of failure.
- C. It uses a multi-cloud approach, which reduces vendor lock-in and also increases availability for resources.
- D. It lets them avoid the security and availability risks of public cloud while achieving high scalability.

Correct Answer: D

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