



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

Selling the Value of HPE Hybrid IT Solutions

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**QUESTION 1**

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

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**QUESTION 2**

What payment model does HPE GreenLake Flex Capacity use?

- A. Customers lease equipment from HPE; they pay a monthly subscription fee rather upfront CAPEX.
- B. Customers pay-per-use for equipment managed by HPE, but that deploys on-premises.
- C. Customers pay-per-use for cloud services offered in the HPE public cloud and partner clouds.
- D. Customers purchase a set amount of equipment and receive a discount when they need to expand.

Correct Answer: B

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**QUESTION 3**

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

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**QUESTION 4**

You have qualified a customer for an intelligent storage solution. What is a topic that you should discuss in order to position the correct storage solution?



- A. IT staff's attitude toward AI and machine learning
- B. the advanced features required to support the business
- C. users' preference for complex or simple solutions
- D. the customer's size in terms of employees and income

Correct Answer: D

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#### QUESTION 5

What common business need does the HPE multi-cloud management solution help customers address?

- A. the need to securely segment the on-premises environment from the cloud environment until cloud is eliminated.
- B. the need to create logical systems, in which each workload is dedicated to a single data center rack
- C. the need for a one-size-fits-all, on-premises deployment model used for every business application and workload
- D. the need for visibility and control across all their cloud services and their on-premises environment

Correct Answer: A

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