



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

Selling the Value of HPE Hybrid IT Solutions

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**QUESTION 1**

Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

- A. HPE OneSphere
- B. HPE OneView
- C. HPE GreenLake Flex Capacity
- D. HPE StoreOnce Catalyst

Correct Answer: AC

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**QUESTION 2**

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 3**

Which customer characteristic indicates a good opportunity for selling HPE GreenLake Flex Capacity?

- A. The customer prefers to handle support in-house.
- B. The customer is an SMB that needs greater flexibility.
- C. The customer is focused on price and has little interest in cloud.
- D. The customer anticipates 10 percent growth year over year.

Correct Answer: A

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**QUESTION 4**

You explain that HPE OneView and HPE infrastructure support a unified API, and the customer asks what that means to the business. What should explain?



- A. The HPE Unified API consolidate all warranty and support information about the customer's solution into a single interface, reducing management time.
- B. The HPE Unified API enables customer to integrate third-party automation tools and provision infrastructure in one code, simplifying and accelerating IT.
- C. The HPE Unified API transforms legacy rack servers into hyper converged servers, which provide built-in data protection for the customer's valuable data.
- D. The HPE Unified API provides customers a single interface for their multi-cloud environment, giving customer more control and visibility into workloads.

Correct Answer: B

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### QUESTION 5

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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