



HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

Pass HP HPE2-E70 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/hpe2-e70.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

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 2

Your customer is interested in HPE GreenLake Flex Capacity, but is worried that it might make the IT team seem less valuable to executives. How should you respond?

- A. Reassure the customer that the IT team won't be affected in any way after the EaaS solution is installed and properly integrated.
- B. Discuss ways that the customer can increase training so the IT staff has more marketable skills.
- C. Highlight how much money the company can save by reducing its IT staff and replacing the team, which is prone to make errors with AI automation.
- D. Explain that IT is no longer burdened with just keeping the lights on, so it can focus on innovation to help the company better complete.

Correct Answer: D

QUESTION 3

How does selling HPE GreenLake Flex Capacity benefit HPE Partners?

- A. shortens the selling cycle on the initial engagement
- B. enables them to focus their selling efforts on the customers' senior IT manager
- C. allows them to provide an attractive solution for customers who focus on price for unit
- D. helps them establish a long-term relationship with their customer

Correct Answer: D

QUESTION 4



What role do most CIOs believe IT should fulfill in an organization?

- A. It is a strategic advisor who can help make the best technology and find opportunities for innovation.
- B. It can easily double as a customer service team due to its familiarity and insights into common account tools.
- C. It should have the final say on all technology decisions and purchases to help the business stay competitive.
- D. It is becoming redundant due to an increasingly tech-savvy workforce, and so should be reduced to save money.

Correct Answer: C

QUESTION 5

What is a benefit of HPE InfoSight?

- A. It uses predictive analytics to improve IT efficiency by solving issues before the customer is even alerted.
- B. It uses AI to determinate whether workloads should run in the cloud or on-premises.
- C. It allows customers to curb secondary data copy sprawl and provide compliance for Service Level Agreement (SLA) data protection requirements.
- D. It simplifies hardware lifecycle management with single pane of glass management.

Correct Answer: A

[Latest HPE2-E70 Dumps](#)

[HPE2-E70 Study Guide](#)

[HPE2-E70 Braindumps](#)