



HPE2-E70^{Q&As}

Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

Which is an example of value-based selling?

- A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify management.
- B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.
- C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.
- D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

Correct Answer: D

QUESTION 2

What is the way public cloud solutions introduce security risks to customers?

- A. By law, public cloud providers are required to disclose the names and locations of their customers.
- B. The shared, multi-tenant nature of the public cloud opens up additional avenues of attack.
- C. It is easier to code viruses for the public cloud, making it a common starting point for hackers.
- D. Public cloud providers offer zero security measures so any one can access confidential data at any time.

Correct Answer: D

QUESTION 3

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

QUESTION 4



Which trend is further complicating customers\' hybrid IT environments?

- A. Companies must enhance the security of traditional IT to match the stronger security provided by public clouds.
- B. Most companies must acquire the necessary expertise to manage multiple clouds.
- C. A majority of companies are focusing on wireless, rather than wired, access in campus networks.
- D. Many companies cannot fund public cloud projects, creating a greater need for traditional IT.

Correct Answer: D

QUESTION 5

What is the key value proposition for HPE Nimble solutions?

- A. It provides effortless experience for the best management and support.
- B. It provides the best availability of any HPE storage solutions.
- C. It provides scale out performance for ultra large data sets.
- D. It provides a platform optimized for high performance computing (HPC).

Correct Answer: B

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