



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

Selling the Value of HPE Hybrid IT Solutions

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### QUESTION 1

Your customer wants to know how HPE SimpliVity with Composable Fabric compares to other similar solutions. You want up-to-date sales-focused competitive information. What is the best source for this information?

- A. HPE Seismic
- B. HPE web site
- C. HPE Demo Portal
- D. Saba Cloud

Correct Answer: B

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### QUESTION 2

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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### 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

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### QUESTION 4

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

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#### QUESTION 5

How does HPE Pointnext provide a key distinguishing feature for HPE multi-cloud solutions?

- A. It provides a multi-cloud management platform that gives customers visibility across their on-premises environment and multiple clouds.
- B. It helps customers identify maturity gaps and plan their cloud strategy, factoring in people, processes, and technology.
- C. It provides an easy to use API that enables customers to integrate their multi-cloud solution with a broad ecosystem of third-party applications.
- D. It helps customers to operate more efficiently by giving customers a pay-per-use funding model for both HPE and partner vendor infrastructure.

Correct Answer: B

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