



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

Selling the Value of HPE Hybrid IT Solutions

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### QUESTION 1

What can you ask potential customers to determine if they are a good fit for intelligent storage solution from HPE?

- A. How many employees do you have?
- B. How much are you willing to spend to update your infrastructure?
- C. What services are currently running in the cloud, and which service do you run on-premises?
- D. What application are driving data growth, and how does that data get put into the system?

Correct Answer: D

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### QUESTION 2

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

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### QUESTION 3

In terms of security, how are HPE ProLiant DL servers distinguished from the competition?

- A. The HPE OmniWatch bundle monitors traffic received by the server and filters out suspicious traffic.
- B. The HPE silicon root of trust prevents firmware compromised with malware from executing.
- C. The HPE Data Virtualization Platform ensures that all data is encrypted when it is first written.
- D. The HPE Integrated Lights Out (ILO) firmware encrypts all data that resides on the server.

Correct Answer: B

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### QUESTION 4

Which customer initiative could indicate that the customer is a good candidate for HPE software-defined solutions?

- A. unlocking storage capacity with more efficient deduplication



- B. enhancing employees and customers\' experience on the network
- C. shifting infrastructure solutions to white box solutions
- D. providing developers with access to resources more quickly

Correct Answer: C

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#### QUESTION 5

Which IT administrative challenge indicates that a customer is a good prospect for an intelligent storage solution from HPE?

- A. The customer needs an agile develops environment that simplifies and speeds the development of apps.
- B. The customer is struggling to gain insights into data that is stored in multiple locations with complex technologies.
- C. The customer does not have the resources and skills to manage a multicloud environment, so Line of business is purchasing cloud solutions without IT oversight
- D. The customer needs a cloud-like environment on-premises and help determining where to run workloads in their hybrid cloud environment-

Correct Answer: D

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