



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

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QUESTION 1

How does HPE GreenLake help customers scale their IT services to meet demand?

- A. HPE GreenLake moves the customer's workloads to the public cloud when demand exceeds available capacity.
- B. HPE GreenLake provides capacity and planning features and a capacity buffer to help companies keep ahead of demand.
- C. HPE GreenLake provides software-defined automation to discover and manage all HPE infrastructure within the customer's environment.
- D. HPE GreenLake employs AI to identify and unlock underused resources and make them available for composable resource pools.

Correct Answer: C

Reference: https://www.hpe.com/emea_europe/en/services/flexible-capacity.html

QUESTION 2

What issue with public cloud leads some companies to move workloads back on-premises?

- A. Limited scalability
- B. Time consuming manual configuration
- C. Underutilized resources
- D. Lack of control

Correct Answer: D

Reference: <https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-premstorage-1701.html>

QUESTION 3

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer puts absolute zero downtime at the top of their list of requirements.
- B. The customer is looking for a simple storage solution for their VMware environment.
- C. The customer is looking for a software-defined storage solution to store files for big data.
- D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C



QUESTION 4

What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

Correct Answer: D

Reference: <https://www.hpe.com/us/en/greenlake.html>

QUESTION 5

What is one drawback of traditional private cloud solutions as compared to public cloud?

- A. Traditional private cloud solutions have a CAPEX model, rather than pay-as-you-go like public cloud.
- B. Traditional private cloud solutions lead to more unexpected costs than public cloud.
- C. Traditional private cloud solutions make it harder for the company to audit regulatory compliance than with public cloud.
- D. Traditional private cloud solutions almost always have a higher TCO than public cloud.

Correct Answer: B

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