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**QUESTION 1**

What is one major challenge that keeps many customers from obtaining insights from their data?

- A. Their data is spread across a complex hybrid environment
- B. Their C-level executives do not recognize the value of analytics
- C. They cannot afford to store their data on flash drives
- D. They have not collected enough data to analyze

Correct Answer: A

QUESTION 2

You are proposing an HPE Intelligent Data Platform solution to a customer. The customer says: "I'm actually strongly considering cloud storage instead. On-prem storage solutions are too slow to deploy and too expensive to scale." What is one way that can you overcome this objection?

- A. "Sure, your public cloud solution is convenient. But what about orchestrating your infrastructure? In the cloud, it's all siloed."
- B. "Public cloud providers are offering outdated tools to develop apps. Only private cloud environments allow you to containerize your apps."
- C. "HPE GreenLake offers the same scalability and pay-as-you-go economics of the public cloud but in the safety of an on-prem environment."
- D. "Public cloud is the right choice, but with HPE's public cloud, you'll have greater performance and reliability. There's no oversubscription and no downtime."

Correct Answer: C

QUESTION 3

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customers' data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B



Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

QUESTION 4

What is guideline for tailoring the conversation to CEOs?

- A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.
- B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.
- C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.
- D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

QUESTION 5

What is one way that HPE helps customers overcome their economic barriers to growth?

- A. by offering special discounts to public cloud services that are financed by HPEFS
- B. by helping customers to liberate capital by replacing investments in under-utilized infrastructure with pay-as-you-go services
- C. by helping companies transition to a more cost effective waterfall application development cycle
- D. by providing advanced AI operations that can replace most of a customer's IT staff

Correct Answer: B

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