



HPE2-E72^{Q&As}

Selling HPE Hybrid Cloud Solutions

Pass HP HPE2-E72 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/hpe2-e72.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

Why is TCO an important consideration for potential HPE GreenLake customers?

- A. Customers should understand TCO is not important because the cost of HPE GreenLake cannot be compared with the cost of traditional IT.
- B. Discussing TCO with customers will help them understand the large, upfront costs required for HPE GreenLake.
- C. Customers need to understand that TCO decreases with HPE GreenLake because customers do not refresh their infrastructure as often.
- D. By helping your customers recognize the high cost of overprovisioning, you can help them understand the advantages of HPE GreenLake.

Correct Answer: D

QUESTION 2

What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

- A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
- B. "What goals are you trying to achieve with your hybrid cloud environment ?and what stands in the way?"
- C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
- D. "Let\\'s talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B

QUESTION 3

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- B. "Public cloud providers are offering outdated tools to develop apps.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 4

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

QUESTION 5

For which customers does the HPE 100% Availability Guarantee apply?

- A. For all customers with any HPE storage array
- B. For all customers with HPE Nimble and HPE RMC
- C. For all customers with any HPE storage array and HPE Datacenter support or higher
- D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Reference: <https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw>

[Latest HPE2-E72 Dumps](#)

[HPE2-E72 Practice Test](#)

[HPE2-E72 Braindumps](#)