HPE2-E75^{Q&As}

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QUESTION 1

Which type of digital disruption technology is so essential to real-time decision making that it is expected to support all loT efforts within the next few year.

A. composable infrastructure

B. virtual reality

C. augmented reality

D. artificial intelligence

Correct Answer: D

QUESTION 2

Why should HPE partners understand the advantages that HPE Financial Services offer?

A. By 2019 a majority of companies will be using leasing options.

B. In 2017 a majority of companies moved their services from private cloud to public could.

C. By 2018 a majority of companies will increase their IT budgets by 25%.

D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Correct Answer: A

QUESTION 3

Which type of support is provided by the Professional Services area of HPE Pointnext?

A. designing, building, and optimizing solutions

B. delivering it as aService

C. accelerating DevOps to build and deliver new apps and services

D. setting up a new funding strategy to pay for services as they are used

Correct Answer: B

QUESTION 4

Which type of information should you be looking for when asking customers about their business strategies?

A. metrics they have used to measure the ROI ofprevious initiatives

B. measurements that help improve business processes

C. policies and plans they have made to meet their financial goals

D. actions they have taken to increase their market share

Correct Answer: B

QUESTION 5

You are meeting with a hybrid ITprospect. Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

A. The customer has already allocated a significant portion of their IT budget to a competing solution.

B. The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.

C. The customer wants to shift from a CAPEX model to an OPEX model.

D. The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Correct Answer: B

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