



# HPE2-E75<sup>Q&As</sup>

Selling HPE Edge-to-Cloud Solutions (2021)

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**QUESTION 1**

What is one way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

- A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.
- B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.
- C. HPE and Aruba together deliver HPC applications that are optimized for the small-to- medium business (SMB).
- D. HPE has developed vertical-specific variations of its analytic software solutions.

Correct Answer: B

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**QUESTION 2**

How does Aruba ClearPass help to enable an HPE Intelligent Workspace solution?

- A. It provides Identity management for users and policy-based control over IoT devices.
- B. It provides the engine for integrating location-based services and automating workflows.
- C. It provides a repository of built-in apps, such as dynamic space scheduling.
- D. It provides a developer kit for creating location-based service applications.

Correct Answer: A

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**QUESTION 3**

You are discussing HPE Hybrid IT solutions with a potential customer. The customer needs help deciding which solutions to keep on-premises and how to make a migration plan. Which key distinguishing feature of HPE should you discuss?

- A. a network of 50,000 professionals and partners with deep application and workload expertise
- B. the HPE Synergy solution, a program that connects HPE customers to trusted cloud providers
- C. machine learning solutions that automatically analyze workloads and determine where they should be deployed
- D. an innovative public cloud that is designed to host all customer workloads securely

Correct Answer: A

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**QUESTION 4**

Which feature of HPE Gen10 servers prevents compromised firmware from booting?

- A. silicon root of trust



- B. built-in persistence
- C. intelligent system tuning
- D. next-generation CPUs

Correct Answer: A

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#### QUESTION 5

What is the current impact of big data and Hadoop on enterprise data centers?

- A. Hadoop is a new technology, and most enterprises are waiting to implement it until larger companies, such as Google, have demonstrated its effectiveness.
- B. Most companies have successfully implemented Hadoop already; you will find the most promising opportunities in moving customers from Hadoop to online transactional databases.
- C. Half of enterprise customers have implemented Hadoop, but most still experience issues, partially due to an infrastructure not designed to support big data.
- D. Most companies have found that Hadoop is less effective for handling big data; they prefer open-source solutions such as SAP HANA.

Correct Answer: C

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