



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

Selling HPE Edge-to-Cloud Solutions (2021)

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#### QUESTION 1

Which issue does HPE help to resolve with memory-driven computing?

- A. Data is increasing exponentially while processor speeds are leveling off.
- B. Modern workloads need to bring more processing power to relatively small data sets.
- C. Remote storage cannot support high enough capacities for modern applications.
- D. Hard disk drive (HDD) is not cost-effective for storing large amounts of data.

Correct Answer: A

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#### QUESTION 2

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. the timesince the customer\\'s last network refresh
- B. the customer\\'s data management strategy
- C. the struggles the customer has in securing IoT
- D. how the customer uses open office space

Correct Answer: B

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#### QUESTION 3

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. Developers need to accelerate their development cycles for mobile apps.
- B. Clients are asking for services that the business does not currently offer.
- C. ITis struggling to keep up with the amount of data that the business is generating.
- D. The customer needs to streamline the onboarding process for personal devices.

Correct Answer: B

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#### QUESTION 4

Which effect will next-gen technologies such as artificial intelligence, machine learning, and augmented reality have on customer spending?

- A. Customers will spend only a small percentage of their budgets on these technologies, which will remain rare for several more years.



B. Customers will devote little of their data center budgets to these technologies because they will deploy the technologies in the public cloud.

C. Customers will devote a significant percentage of their data center investments to supporting these technologies.

D. Customers are spending a significant amount on these technologies now, but will spend significantly less in the future.

Correct Answer: C

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#### QUESTION 5

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 cloud.

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

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