



HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

What is one secondary storage use case for SMBs?

- A. providing backend storage for SQL databases.
- B. archiving data to meet regulatory requirements.
- C. sharing files used by multiple employees.
- D. storing images used in workflow operations.

Correct Answer: D

QUESTION 2

What is one benefit of HPE iLO?

- A. It provides a centralized management interface for storage, servers, and networking.
- B. It provides remote management of the server even if the server OS is in a degraded state.
- C. It bundles server firmware updates and drivers for a more seamless and risk free update process.
- D. It delivers self-service provisioning to drastically reduce application deployment time.

Correct Answer: A

QUESTION 3

What are key benefits that servers offer to customers? (Select two.)

- A. They provide a shared storage pool of RAM for object storage.
- B. They provide a robust desktop for local logged-on users.
- C. They provide redundancy in order to recover from failure.
- D. They share resources on a 24/7 basis for users.
- E. They provide the fastest and most secure way to route traffic for a network.

Correct Answer: DE

QUESTION 4

What is a key benefit for an HPE partner when selling HPE IT Support Services?

- A. increases revenue because customers upgrade their infrastructure more frequently.



- B. prevents customers from moving to private cloud solutions.
- C. allows the partner to bill the customer on a variable cost structure.
- D. allows the partner to position themselves as a trusted advisor.

Correct Answer: A

QUESTION 5

Which type of servers are designed according to a standardized measurement system called Us?

- A. tower
- B. rack
- C. blade
- D. desktop

Correct Answer: B

QUESTION 6

An IT services provider is considering Aruba Central to offer greater value to their customers. Which type of consumption model would this allow them to offer?

- A. Platform as a Service (PaaS).
- B. Infrastructure as a Service (IaaS).
- C. Identity as a Service (IDaaS).
- D. Networking as a Service (NaaS).

Correct Answer: C

QUESTION 7

A new customer wants a storage solution that can grow as their storage needs grow, and that will protect and leverage their initial investment. Why would the MSA 1040 be a good match?

- A. It allows data-in-place migrations to the MSA 2040 and MSA 2042.
- B. It can utilize available storage residing on x86 servers that are no longer used.
- C. It can be deployed in affordable building blocks to match growth.
- D. HDD drives can be hot swapped with larger SSD drives.

Correct Answer: B

**QUESTION 8**

A customer needs a solution to manage BYOD devices and differentiate them from enterprise devices. Which solution meets this customer's needs?

- A. Aruba Services Mobility Controller
- B. Aruba Airwave
- C. Aruba Central
- D. Aruba ClearPass

Correct Answer: A

QUESTION 9

A customer wants to buy network switches that will support a wireless AP infrastructure that needs to stay up on a 24/7 basis. The APs will be located above the ceiling where there are no power outlets. Which feature must the switches have to meet this criteria?

- A. stacking.
- B. WFA2 enabled.
- C. Spanning Tree Protocol.
- D. PoE+.

Correct Answer: D

QUESTION 10

For which type of business is the Aruba AirWave designed?

- A. businesses that want a simple and comprehensive solution for controlling BYOD devices
- B. businesses that want to own their management infrastructure
- C. businesses that want the flexibility of a subscription-based management solution
- D. businesses that want the convenience of a cloud-based management solution

Correct Answer: A

QUESTION 11

What is a feature of fully managed HPE OfficeConnect Switches?



- A. They support backplane stacking, so one switch can manage the entire stack.
- B. They allow full control over all ports and offer multiple configuration options.
- C. They can be managed by either Aruba Central or Airwave.
- D. Any one device can manage all others through SNMP management features.

Correct Answer: C

QUESTION 12

A customer wants a wireless solution that is easy to deploy and expand. Which Aruba Instant AP benefit should you explain?

- A. The APs integrate with HPE OneView, which provides automatic provisioning for them.
- B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.
- C. The APs are ready to become discovered and controlled by an Aruba controller out of the box.
- D. The customer only needs to configure one AP; other APs automatically take their configuration from it.

Correct Answer: B

QUESTION 13

Which type of environment is an ideal fit for unmanaged switches?

- A. a medium-sized company that requires a modular switch that enforces port authentication
- B. an SMB office with one subnet and a combination of workstations and VoIP phones
- C. a training lab consisting of a mixture of Windows 7 and Windows 10 workstations
- D. an SMB that needs a core switch that will be used for connecting devices and routing them

Correct Answer: A

QUESTION 14

Which server series constitutes the rack server line of products from HPE?

- A. DL Series.
- B. ML Series.
- C. RL Series.
- D. BL Series.



Correct Answer: A

QUESTION 15

What is one benefit of the Aruba Mobile First infrastructure for SMB customers?

- A. It features only unmanaged switches, which makes deployments faster and less challenging.
- B. It automatically denies BYOD devices network access, which increases 1 security.
- C. It uses a single, unified architecture, which improves manageability.
- D. It provides a catalog of SaaS applications to mobile users, which is ideal for SMBs who need cloud computing.

Correct Answer: D

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