



# HPE2-E70<sup>Q&As</sup>

Selling the Value of HPE Hybrid IT Solutions

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### QUESTION 1

In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

Correct Answer: A

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### QUESTION 2

What is the way disruptive technologies are effecting the security landscape?

- A. Attackers are using Artificial intelligence to manipulate data so that companies cannot trust the integrity of the data.
- B. Internet of Things (IoT) devices are making it easier for companies to secure their edge.
- C. Ransomware attacks are no longer a threat because a majority of companies now patch their endpoints.
- D. Fewer attacks are being launched on infrastructure devices as attackers focus their attention on phishing and ransomware attacks.

Correct Answer: D

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### QUESTION 3

What is the topic that you should discuss to qualify a customer for an HPE data protection solution?

- A. the mix of workload deployment models, including containers and VMs, in the customer environment
- B. the challenges the customer faces in changing IT attitudes toward AI
- C. the customer's need to comply with data regulations and minimize risks
- D. the customer's need to gain more insight and data about their hybrid IT environment

Correct Answer: C

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### QUESTION 4

Which need indicates a good candidate for an HPE StoreOnce solution?

- A. the need for flexible data protection and recovery



- B. the need for single pane of glass workload management
- C. the need for unified compute and storage lifecycle automation
- D. the need for AI-driven capacity optimization

Correct Answer: A

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#### QUESTION 5

You are trying to uncover an opportunity to sell an HPE OneSphere solution to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in managing the server and storage lifecycle
- B. Challenges in funding the acquisition of on-premises resources
- C. Challenges in using and monitoring multiple cloud providers
- D. Challenge in leveraging value from the company's data

Correct Answer: B

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#### QUESTION 6

Which trend is further complicating customers' hybrid IT environments?

- A. Companies must enhance the security of traditional IT to match the stronger security provided by public clouds.
- B. Most companies must acquire the necessary expertise to manage multiple clouds.
- C. A majority of companies are focusing on wireless, rather than wired, access in campus networks.
- D. Many companies cannot fund public cloud projects, creating a greater need for traditional IT.

Correct Answer: D

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#### QUESTION 7

How has HPE improved GreenLake Flex Capacity to help you meet customer requirements more quickly?

- A. HPE GreenLake Flex Capacity requires companies to move from a CapEx funding model to a lease with low-interest rates.
- B. HPE GreenLake Flex Capacity includes pre-packaged and pre-tested solutions that meet the most common customer.
- C. HPE GreenLake Flex Capacity reduces the time it takes to add more capacity from three months to two months.
- D. HPE GreenLake Flex Capacity delivers a standard set of servers, storage, and networking to all customers, thereby eliminating custom configurations.



Correct Answer: B

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### QUESTION 8

A customer expresses concerns about the cost of an HPE GreenLake Flex Capacity solution. How should you respond?

- A. HPE GreenLake Flex Capacity focuses on delivering the capacity customers\' needs without extra feature such as support.
- B. HPE GreenLake Flex Capacity uses an equipment leasing that lets customers return equipment at the end of the lease for partial money back.
- C. HPE GreenLake Flex Capacity helps customer to scale back their on-perm capacity in favor of more cost-effective capacity in the HPE public cloud.
- D. HPE GreenLake Flex Capacity reduces costs associated with over-provisioning, so customer are only paying for the resources that they actually use.

Correct Answer: B

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### QUESTION 9

What is a common challenge that is driving customers toward software-defined solutions?

- A. After initially embracing cloud, developers are now reluctant to use cloud services.
- B. Manual processes in siloed data centers leave IT staff little time to innovate.
- C. Customers\' private cloud solutions tend to be less secure than public cloud.
- D. Typical procurement cycles under-provision the data center for current capacity requirements.

Correct Answer: D

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### QUESTION 10

What is the topic appropriate to opening a conversation about HPE software-defined solutions?

- A. why a CAPEX funding model is the best choice for on-premises software-defined resources
- B. why users need better performing networks in order to run the latest software and apps
- C. how much training IT staff have in emerging technologies such as big data and AI
- D. how much visibility and control the customer has over resources in the hybrid cloud

Correct Answer: C

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**QUESTION 11**

What is a way that the HPE Composable Fabric enable? customers to accelerate IT and Delist meet their business needs?

- A. It speeds up provisioning time because services can any deployed on any combination of compute resources within we fabric, regardless of location.
- B. It guarantees a flexible payment model that enables the customer to obtain necessary resources as soon as they are required, rather than over months.
- C. It enables developers to quickly select services, based on multiple clouds and the on-premises enrollment using a simple self-service catalog,
- D. It provides a unified management platform with templates that help admins more quickly update server and storage firmware, as well as to troubleshoot more quickly.

Correct Answer: D

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**QUESTION 12**

What is the key reason that customers are reluctant to move all workloads to public clouds?

- A. Public cloud services do not provide fast enough scalability for most customers\' requirements.
- B. C-level executives tend to want to leave IT decisions to IT, and cloud puts too many decision making burdens on them.
- C. Public clouds pose security risks, and placing some workloads there could interfere with regulatory compliance.
- D. Developers have largely resisted moving to the cloud, and businesses are driven to their demands.

Correct Answer: C

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**QUESTION 13**

A customer is concerned that an HPE EaaS solution will require a large upfront investment and cost too much in hardware expenses as the company grows. How should you respond?

- A. You pay for what you use, and HPE does the work of owning, maintaining, and updating the solution, seamlessly adding more capacity whenever you need it.
- B. You receive a substantial discount on purchasing the infrastructure, so the upfront investment is much less than you would expect to pay.
- C. You may pay extra money to update your infrastructure, but it is worth the extra cost if your company has higher capacity and increased user productivity.
- D. You pay for the infrastructure you need for the HPE EaaS solution up front and then are charged only for the support services you need.

Correct Answer: C

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**QUESTION 14**

You are proposing HPE Synergy to a customer. The customer says that IT already uses tools such as Chef and Docker to automate configurations and asks what extra benefit Synergy will bring, what should you explain?

- A. Synergy is programmed to run all workloads in containerized environments, which is ideal for a customer who already uses Docker, a container-based tool.
- B. Synergy integrates with these tools and enables infrastructure to be composed for a workload within a single line of code rather than hundreds.
- C. Synergy provides a single GUI with plug-ins to the interfaces for popular tools such as Chef and Docker, eliminating swivel-chair IT.
- D. Synergy replaces third-party tools such as Chef and Docker, which saves the customer money in licensing fees and reduces the total cost of ownership (TCO).

Correct Answer: C

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**QUESTION 15**

What is the challenge that can drive customers to HPE software-defined solutions?

- A. Users find it too slow to run cloud-based applications over the legacy network.
- B. The data center lacks clearly defined siloes for compute, storage, and networking.
- C. Too much automation in the data center has introduced errors and unplanned downtime.
- D. The company lacks control and oversight over difficult-to-manage cloud services.

Correct Answer: B

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