



# HPE2-E72<sup>Q&As</sup>

Selling HPE Hybrid Cloud Solutions

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#### QUESTION 1

What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

Correct Answer: B

Reference: <https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack>

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#### QUESTION 2

What is one productive way for companies to address exploding amounts of data?

- A. Archive the data on flash until needed for regulatory audits.
- B. Use intelligent storage to reduce the amount of data that the business collects.
- C. Delete the oldest data so that they can focus on the freshest data.
- D. Use AI to analyze the data and extract value from it

Correct Answer: D

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#### QUESTION 3

What is one way that HPE helps customers overcome their economic barriers to growth?

- A. by offering special discounts to public cloud services that are financed by HPEFS
- B. by helping customers to liberate capital by replacing investments in under-utilized infrastructure with pay-as-you-go services
- C. by helping companies transition to a more cost effective waterfall application development cycle
- D. by providing advanced AI operations that can replace most of a customer's IT staff

Correct Answer: B

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#### QUESTION 4

A customer asks you what makes OneView a worthwhile investment for the business. What is one thing that you should explain?



- A. An IDC study showed that customers achieve significantly lower downtime and faster provisioning with OneView.
- B. Analysts agree that OneView's artificial intelligence (AI) engine gives customers valuable insights into their data platform.
- C. All ProLiant Gen10 servers come with Advanced OneView licenses, so OneView represents a no-cost investment.
- D. OneView includes a cloud metering component that helps customers reduce their public cloud spending.

Correct Answer: B

Reference: [https://www.hpe.com/emea\\_europe/en/solutions/mapr.html](https://www.hpe.com/emea_europe/en/solutions/mapr.html)

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### QUESTION 5

What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

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### QUESTION 6

Which customer is a good fit for HPE GreenLake?

- A. "To stay within our budget, I want to expand our storage using HDD or even tape. Speed is not an issue, so I don't want flash."
- B. "We need to ensure that our network can keep up with growth, without breaking our budget."
- C. "With the security risks it poses and given the sensitive nature of our data, I don't even want to consider an IoT network."
- D. "Our CIO recently moved most of our workloads to the cloud and added a second cloud provider."

Correct Answer: D

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### QUESTION 7

Which statement indicates that the customer could be a good candidate for HPE's composable and software-defined solutions?

- A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."



- B. "We want to upgrade our rack servers as simply as possible. We\\re not expanding quickly."
- C. "IoT is presenting a lot of security threats that we are not prepared to address."
- D. "We can\\t seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

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#### QUESTION 8

Which issue is one of the business drivers for HPE GreenLake?

- A. Flat growth
- B. Increased price competition
- C. Inefficient workflows for line of business
- D. Long procurement cycles

Correct Answer: B

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#### QUESTION 9

What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

- A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
- B. "What goals are you trying to achieve with your hybrid cloud environment ?and what stands in the way?"
- C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
- D. "Let\\s talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B

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#### QUESTION 10

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer is looking for storage nodes for an object storage solution.
- B. The customer needs an easier way to migrate data between on-prem and the public cloud.
- C. The customer has a VMware environment and wants to migrate that to a hyperconverged solution.
- D. The customer is primarily concerned about avoiding and disruption to mission critical services.

Correct Answer: D

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