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HP

HPE2-E72

Selling HPE Hybrid Cloud Solutions

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Question #44 Section 1

Which benefit is offered by a traditional on-prem solution?

- A. Access to shared resources that reduces the risk of down-time to an absolute minimum.
- B. The ability to implement strong security measures.
- C. Flexible capacity that offers rapid scalability to meet processing and storage demands.
- D. Capacity adaption that eliminates the need for over-provisioning

Answer: B

Question #45 Section 1

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarschips program offers smaller businesses a chance to earn extra capital and complete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Answer: D
Reference:
https://www.hpe.com/emea_europe/en/services/financial-services.html

Question #46 Section 1

What is one distinguishing feature of HPE Pointnext?

- A. It is the research lab where HPE develops the disruptive technologies of tomorrow.
- B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.
- C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.
- D. It provides customers with compute, storage, and networking products that are not yet generally available.

Answer: B
Reference:
https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expands-datacenter-care-services-to-empower-todays-modern- business.html

Question #47 Section 1

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company's needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?

- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Answer: B

Question #48 Section 1

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

- A. Challenges in helping the company manage a lower than expected growth rate of 2%.
- B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
- C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
- D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Answer: A

Question #49 Section 1

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."

Answer: D

Question #50 Section 1

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

Answer: B

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