Vendor:HP

Exam Code:HPE2-E71

Exam Name:HP Introduction to Selling HPE Products, Solutions and Services Exam

Version: Demo

QUESTION 1

What is a distinctive benefit of HPE GreenLake Flex Capacity?

A. Customers have the choice of using CAPEX or OPEX as the funding model.

B. Customers amortize on-premises assets, reducing their value gradually over time.

C. Customers have a use-based, monthly payment based on their solution.

D. Customers use a flexible CAPEX funding model.

Correct Answer: C

Reference: https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-7324ENW.pdf

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QUESTION 2

What type of support can a customer expect from HPE Pointnext Operational Services?

A. Setting up a new funding strategy to pay for services as they are used

B. Designing and optimizing solutions

C. Optimizing workloads, resources, and capacity

D. Accelerating DevOps to build and deliver new apps and services

Correct Answer: B

Reference: https://tdhpe.techdata.eu/en/Products/Services/Introducing-HPE-Pointnext/

QUESTION 3

Your SMB customer needs a new storage solution. You want to know if the customer is a good fit for a business analytics and database support use case. Which question would help you qualify the customer for this use case?

A. What technologies and software are you using to back up your data?

B. How do you address unplanned downtime?

C. What are your biggest challenges in gaining insights from your data?

D. How virtualized is your environment?

Correct Answer: C

QUESTION 4

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.

B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.

C. The customer needs a storage solution that includes backup and replication capabilities.

D. The customer is looking for a way to reduce the time it takes to provision and manage employees\\' desktops.

Correct Answer: A

QUESTION 5

What is one way HPE InfoSight closes the app-data gap?

A. It consolidates multiple arrays and pools the storage within a virtualized environment.

B. It improves application performance by covering compute and storage.

C. It monitors the customer\\'s environment and resolves issues before they disrupt the business.

D. It provides multicould mobility so that IT can easily move data between on-premises arrays and the cloud.

Correct Answer: B

Reference: https://www.gomindsight.com/blog/closing-the-app-data-gap-with-nimble-storage/

QUESTION 6

Which discovery question would you use to determine if a customer is an ideal candidate for an Aruba wired solution?

A. How is your current network performing, especially during times of peak usage?

B. What type of devices do your employees use to access the wireless network?

C. Do you have the budget for a large capital expenditure this year?

D. Do you have an inhouse IT staff, or do you rely on a service provider to install IT infrastructure devices?

Correct Answer: A

QUESTION 7

Which server solution gives customers a subscription-based, managed server?

A. HPE ProLiant DL385 Gen10 server

B. HPE ProLiant ML380 Gen10 server

C. HPE ProLiant Easy Connect ML110 D. HPE ProLiant DL560 Gen10 server

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-news/press-release.html?id=2212173

QUESTION 8

For which customer would you recommend HPE OfficeConnect solutions?

A. A small company that has no IT staff and wants a plug-and-play solution for its 25 users.

B. A small company that wants to be able to manage its network solution via the cloud.

C. A small company that has an aging Aruba wireless infrastructure.

D. A small company with 55 users that expects to double in size over the next year.

Correct Answer: A

QUESTION 9

You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?

A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.

B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.

C. The company is growing slowly and is just beginning to gain some experience in managing databases.

D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.

Correct Answer: D

QUESTION 10

What are business values of HPE SimpliVity? (Select two.)

A. SimpliVity eliminates the need for data center core switches.

B. SimpliVity integrates up to five core data center activities, simplifying IT operations.

C. A majority of companies using HPE SimpliVity report a dramatic improvement in application performance.

D. Companies can deploy services and applications more quickly, allowing IT to focus on innovation.

E. IT can choose from a suite of management tools, allowing them to use the tool that is best suited for their IT staff\\'s

skill sets.

Correct Answer: CD

QUESTION 11

A customer requires a core switch for a large campus network. Which switch would you recommend?

A. Aruba 8400 Series Switch

B. Aruba 5400R zl2 Series Switch

C. Aruba 3810M Series Switch

D. Aruba 2930M Series Switch

Correct Answer: A

Reference: https://www.arubanetworks.com/products/networking/switches/8400-series/

QUESTION 12

You are explaining the HPE SimpliVity HyperGuarantee to a customer. How can you describe the Hyper Protected part of this guarantee?

A. HPE SimpliVity is protected against hardware defects, ensuring customers receive replacement parts within 1 business day.

B. Customers can quickly back up or restore large amounts of data, such as 1 TB virtual machine in less than one minute.

C. Customers receive a one-year subscription of malware detection software when purchasing HPE SimpliVity.

D. HPE SimpliVity includes a stateful firewall, which enables policy-based management.

Correct Answer: B

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/simplivity-guarantee.html