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Guarantee

Vendor:HP

Exam Code:HPE2-E72

Exam Name:Selling HPE Hybrid Cloud Solutions

Version:Demo

QUESTION 1

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of onprem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.
- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

QUESTION 2

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.

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expandsdatacenter-care-services-to-empower-todays-modern-business.html>

QUESTION 3

A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?

- A. With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
- B. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
- C. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
- D. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.

Correct Answer: C

QUESTION 4

What is one challenge of implementing machine learning?

- A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
- B. Developers struggle to make decision makers see the value of machine learning.
- C. Few models for artificial intelligence and machine learning exist yet.
- D. Companies do not have enough data to implement machine learning.

Correct Answer: A

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificialintelligence-innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html>

QUESTION 5

What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

QUESTION 6

What is one benefit of the HPE acquisition of MapR for HPE customers?

- A. HPE has added MapR's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.
- B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.
- D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

Correct Answer: C

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligentdata-platform-with-acquisition-of-mapr-business-assets.html>

QUESTION 7

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

QUESTION 8

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

QUESTION 9

What is one benefit of the HPE GreenLake workloads?

- A. They include all of the solutions available through HPE GreenLake.
- B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.
- C. They decrease the time it takes sales professionals to provide a quote.
- D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: <https://www.hpe.com/us/en/greenlake/workloads.html>

QUESTION 10

Which is an appropriate discovery question to uncover a customer's need for an HPE Intelligent Data Platform?

- A. "What steps are you taking to ensure data availability across your organization?"
- B. "What processes do you use to ensure that data remains secure in transit?"
- C. "How much savings in capacity can you achieve through data compression?"
- D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

QUESTION 11

What is one key value that customers are seeking from their data platform?

- A. Automation to deliver data on demand
- B. Ability to perform a wholesale migration from on-prem to cloud
- C. Less of a concentration on hybrid environments as most data is on-prem
- D. Ability to use run analytics on tape for lower costs

Correct Answer: D

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligentdata-platform-with-acquisition-of-mapr-business-assets.html>

QUESTION 12

What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.

Correct Answer: D

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>