Vendor:HP

Exam Code:HPE2-E64

Exam Name: Selling HPE SMB Solutions and Services

Version: Demo

QUESTION 1

Which benefit does HPE Financial Services (HPEFS) provide to SMB customers to address the challenge of what they should do with their old IT hardware?

A. With HPEFS, customers can easily add recycling services

B. With HPEFS, customers can conserve their cash for other investments

C. With HPEFS, customers preserve their existing bank credit lines

D. With HPEFS, customers simply return their equipment at end of life

Correct Answer: B

QUESTION 2

What correctly describes the HPE approach to software-defined networking (SDN)?

A. HPE has taken a conservative approach toward SDN to protect customer legacy investments

B. HPE strategy indicates that SDN will become less important as cloud solutions become more common.

C. HPE has developed SDN m-house and is making its proprietary technology available to customers.

D. HPE is committed to SDN, with offerings across the infrastructure, control, and application layers

Correct Answer: D

QUESTION 3

What is the expected shelf life of data archived on HPE StoreEver Tape solutions ?

A. 10 years

B. 5 years

C. 30 years

D. 20 years

Correct Answer: C

QUESTION 4

Your SMB customer is growing their business and wants an inexpensive, expandable server for a small branch office Which HPE ProLiant server series offers

the best fit for this customer\\'s requirements?

A. ProLiant BL400c server series

B. ProLiant ML110 server series

C. ProLiant QL360 server series

D. ProLiant MicroServer series

Correct Answer: D

QUESTION 5

Which tool provides information about HPE storage products, the competition and where- to-sell scenarios?

A. HPE Sales Builder for Windows (SBW)

B. HPE Storage Product Reference Guide

C. HPE Storage SAN Design Reference Guide

D. HPE Product Bulletin

Correct Answer: B

QUESTION 6

A small consulting company needs to retain and protect confidential client records offsite. What is an appropriate backup and data protection solution to recommend?

A. HPE StoreEver LTO Tape Autoloader

B. HPE StoreVirtual 4000

C. HPE StoreOnce 2900

D. HPE StoreEasy 1840

Correct Answer: A

QUESTION 7

Which HPE server series is targeted at SMB customers?

A. HPE Integrity servers

B. HPE Moonshot servers

C. HPE Apollo HPC servers

D. HPE ProLiant DL servers

Correct Answer: D

QUESTION 8

A customer has experienced rapid data growth and is interested in an affordably priced, non-disruptive solution with a single architecture that can scale with their growth. Which HPE Storage solution is most appropriate?

A. HPE 3PAR StoreServ

B. HPE StoreAll

C. HPE MSA

D. HPE StoreOnce

Correct Answer: A

QUESTION 9

Which HPE Networking product should you position for an SMB customer\\'s first network?

A. HPE 1950 Switch

B. HPE R120 Wireless VPN Router

C. HPE 1420 Switch

D. HPE M330 802 Hac Access Point

Correct Answer: B

QUESTION 10

Which HPE server types are targeted at the SMB customer segment? (Select two)

A. rack and tower servers

B. blade servers

C. density-optimized servers

D. workload-optimized servers

E. Moonshot servers

Correct Answer: AB

QUESTION 11

A customer wants a low-cost SAN solution and is interested in entry consolidation. Which HPE Storage family should you recommend?

A. HPE StoreVirtual

B. HPE StoreOnce

C. HPE MSA

D. HPE StoreEasy

Correct Answer: C

QUESTION 12

Which HPE enclosure is best suited for most SMB customers?

A. 3PAR StoreServ 10000

B. D6000 Disk Enclosure

C. BladeSystem 8-blade c3000 Enclosure

D. BladeSystem 16-blade c7000 Enclosure

Correct Answer: C