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Vendor:HP

Exam Code:HPE2-E75

Exam Name:Selling HPE Edge-to-Cloud Solutions
(2021)

Version:Demo

QUESTION 1

What is one of the most effective ways to start a discovery conversation with a customer?

- A. Discuss the HPE solutions that you think are best suited for this type of customer.
- B. Ask about the company's priorities and strategies and listen to determine issues and obstacles.
- C. Establish trust by describing the distinguished history of innovation at HPE.
- D. Tell them about one of your recent sales wins to demonstrate your ability to handle this deal.

Correct Answer: B

QUESTION 2

Where does HPE believe the next wave of innovation will happen?

- A. private and public cloud
- B. traditional IT
- C. hybrid IT
- D. Intelligent Edge

Correct Answer: D

QUESTION 3

What is a compelling benefit of HPE Hosted Desktop solutions?

- A. Customers can significantly cut power usage when compared to traditional desktops.
- B. The efficient HPE solution helps customers postpone costly upgrades to their legacy networks.
- C. Many customers have been able to significantly reduce their use of workload-intensive apps.
- D. The solution's automated system management eliminates the need for IT expertise.

Correct Answer: C

QUESTION 4

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A. how the customer uses open office space
- B. the customer's data management strategy

- C. the time since the customer's last network refresh
- D. the struggles the customer has in securing IoT

Correct Answer: B

QUESTION 5

What has been a hallmark of HPE from the time it started?

- A. innovative solutions
- B. converged infrastructure
- C. conventional paradigms
- D. IT as a service

Correct Answer: A

QUESTION 6

Which customer is a good prospect for an HPE next-generation analytics solution?

- A. The customer has recently deployed a unified communications (UC) solution and is experiencing complaints about the quality.
- B. The customer knows that their data center is under-utilized and would like to consolidate applications using visualization.
- C. The customer has deployed IoT devices for their campus power and cooling systems and wants to gain insights from collected data.
- D. The customer is interested in accelerating the development cycle for cloud native apps and needs insight into IT operations.

Correct Answer: C

QUESTION 7

How do entry-level and mid-sized customers benefit from the HPE Nimble acquisition?

- A. Its all-flash and hybrid-flash storage closes the app-gap, ensuring applications have immediate access to data. B. Its consumption analytics software helps customers manage, meter, and optimize IT usage.
- B. It helps these customers adapt to challenges with mobility, BYOD, IoT, and unified communications.
- C. Its high performance computing and real-time analytics power scientific, engineering and business insight and innovation.

Correct Answer: A

QUESTION 8

What distinguishes HPE Hybrid IT solutions from many competitors' solutions?

- A. HPE does not integrate open source code such as OpenStack within its cloud solutions.
- B. HPE can offer a single, end-to-end solution that is integrated as well as open.
- C. HPE has partnered with leading server and storage vendors to create its core hybrid IT solutions.
- D. HPE understands customers' need to evolve to complete off-premises operation for their most critical apps.

Correct Answer: B

QUESTION 9

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

- A. IT provides a competitive advantage for the company.
- B. IT needs to plan more extensively before making any changes.
- C. IT now makes most purchasing decisions on its own.
- D. IT plays a supportive role in the background.

Correct Answer: A

QUESTION 10

What is one trend that is driving customers to implement Hadoop?

- A. the development of SQL databases
- B. the shift toward systems of record
- C. the proliferation of unstructured data
- D. the expansion of structured data

Correct Answer: C

QUESTION 11

Which business sector is an ideal target for HPE intelligent Edge solutions that help to transform the customer experience?

- A. government

B. manufacturing

C. shipping

D. hospitality

Correct Answer: B

QUESTION 12

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

A. HPE SGI

B. HPE Synergy

C. HPE ProLiant Gen10

D. HPE Nimble

Correct Answer: B