

HP

Exam HPE2-E64

Selling HPE SMB Solutions and Services

Version: 7.0

[Total Questions: 81]

Question No : 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

Answer: B

Question No : 2

Which features of the HPE ProLiantMicroServer provide benefits to SMB customers? (Select two)

- A. instant out-of-box setup
- B. convertible to rack mount
- C. integrated chassis
- D. dual processor for heavy workloads
- E. simple embedded management software

Answer: E

Question No : 3

Which HPE Tower server series is targeted at SMB customers?

- A. ProLiant ML 100 series
- B. Integrity BL 800c series
- C. ProLiant DL 500 series
- D. ProLiant SL 200 series

Answer: A

Question No : 4

Which product is best suited to meet an SMB customer's backup requirements and to

manage data protection at remote locations, and uses Federated Deduplication to significantly reduce the capacity needed to store backup data?

- A. HP StoreVirtualVSA
- B. HP 3PAR StoreServe VSA
- C. HP StoreOnce VSA
- D. HP StoreEasy VSA

Answer: C

Question No : 5

Which HPE switch series is unmanaged and designed for SMB customers that need a low cost networking solution that is reliable and easy to install?

- A. HPE 1410
- B. HPE 2920
- C. HPE M210
- D. HPE 1920

Answer: A

Question No : 6

An SMB customer has purchased an HPE ProLiant DL360, which will be very important to their day-to-day operations and strategy implementation. Which HPE Foundation Care package should you recommend to this customer?

- A. Foundation Care 24x7
- B. Foundation Care Exchange
- C. Foundation Call to Repair 6hr CTR
- D. Foundation Care Next Business Day

Answer: C

Question No : 7

Which HPE product fully integrates storage, server, networking and management for better

compute density and efficiency?

- A. HPE MSA 1040
- B. HPE ConvergedSystem 250-HC StoreVirtual
- C. HPE 3PAR StoreServ 8200c
- D. HPE StoreEasy 1840

Answer: B

Question No : 8

Which server management solution simplifies and modernizes the booting process in a secure and efficient manner?

- A. HPE Intelligent Provisioning
- B. HPE iLO Management Engine
- C. HPE Smart Update Manager
- D. Unified Extensible Firmware Interface (UEFI)

Answer: D

Question No : 9

Which sentence describes the features and benefits of HPE ProLiant DL servers?

- A. HPE ProLiant DL servers are flexible tower solutions that are an ideal, easy-to-manage, first server solution
- B. HPE ProLiant DL servers are serviceable rack-mounted solutions with a water-cooled design.
- C. HPE ProLiant DL servers are versatile rack-optimized solutions with a balance of efficiency, performance, and management
- D. HPE ProLiant DL servers are convertible tower solutions that are easy to manage and service

Answer: C

Question No : 10

Which HPE Transformation Area is focused on delivering a great experience to employees

and customers regardless of time, location, or device ?

- A. Enable Workplace Productivity
- B. Transform to a Hybrid infrastructure
- C. Protect Your Digital Enterprise
- D. Empower the Data-Driven Organization.

Answer: A

Question No : 11

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

Answer: B

Question No : 12

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

Answer: D

Question No : 13

Which customer maturity level is concerned with network security, formalized IT processes, and simplified management?

- A. Service Provider
- B. Starting Out
- C. Expansion