HP

Exam HPE2-E65

Selling HPE Enterprise Solutions

Version: 6.0

[Total Questions: 85]

Question No : 1

What is one HPE use case tor empowering a data-driven organization?

A. companies that need a single-pane-of-glass management tool to unify their wired-wireless networks.
B. companies that need to modernize their data warehouses with converged systems.
C. Companies that are looking for ways to strengthen their perimeter security measures.
D. Companies that want to migrate network resources to public clouds

Answer: A

Question No : 2

How does the elastic Infrastructure as a Service (LaaS) in HPE Flexible Capacity for Channel benefit customers?

A. I allows them to have the infrastructure capacity that they need but pay only for what they use.
B. Its on-premises-only worked deployment strategy saves them the expense of deploying workloads off premises.
C. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
D. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices

Answer: A

Question No : 3

Which customer needs to Improve their data protection?

A. We cannot analyze our data quickly enough to use it as a strategic advantage
B. Users complain because it takes so long to roll out new applications and they don't have access to the applications they need

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C. Users at remote offices are complaining because they cannot access the data they need at the main office.

D. We are using several backup products at our remote offices and don't know it all our data is being backed up

Answer: D

Question No : 4

What, primarily, is driving the need for customers to transform to a hybrid IT Infrastructure?

A. The guarantee of protecting their data from cyber-attack, regardless of where it is stored

B. An increase in regulations related to securing data accessed by mobile users
C. The decreasing number of users and applications on their current infrastructure
D. The need for applications to run in traditional. mobile, and cloud environments

Answer: D

Question No : 5

A mid-sized customer wants to move to the cloud so that they can pay only for the infrastructure resources they need. Which HPE Services offering offers elastic Infrastructure as a Service (IaaS) tor customers?

A. Datacenter Care
B. Flexible Capacity
C. Datacenter Infrastructure Automation
D. Software-Defined Infrastructure (SDI)

Answer: B

Question No : 6

CIOs are concerned about the integrity of their data in a cloud environment. How does the HPE hybrid infrastructure address this concern?

A. HPE provides a one-size fits all implementation, which has been rigorously tested to guarantee data integrity

B. HPE solutions are designed to store data exclusively on-premises, securely behind the company firewall.

C. HPE provides a proprietary, single-vendor solution, eliminating security gaps that can occur with multi-vendor hybrid infrastructure solutions.

D. HPE solutions are designed to protect against the loss or mismanagement of data that can occur with rapid data growth.

Answer: D

Question No : 7

What is one HPE use case for empowering a data-driven organization?

A. Companies that want to migrate network resources to public clouds.

B. Companies that are looking for ways to strengthen their perimeter security measures

C. Companies that need single-pane-of-glass management tool to unify their wired-wireless networks.

D. Companies that need to modernize their data warehouses with converged systems.

Answer: C

Question No : 8

What type of cloud is best for customers who need a specific, tightly controlled environment for their applications?

A. Public cloud.

B. Private cloud.

C. Managed public cloud.

D. Third-party cloud.

Answer: B

Question No : 9

What is important to understand as you begin discussing cloud computing with customers?

A. A majority of companies have already created a detailed plan for their migration to cloud.
B. A majority of companies are seeking external help in implementing the right cloud solution
C. Fewer companies are planning to move to cloud solutions than in previous years.
D. Cloud solutions otter a limited number for options tor customers to choose from

Answer: B

Question No : 10

Which discovery question best reveals your customer's need for an HPE storage-performance solution?

A. How long do you retain data in storage?
B. Does your current storage meet the performance and capacity trajectory you desire?
C. Do you Know now big your datacenter's footprint IS?
D. What percent of OPEX is spent on maintaining and licensing legacy IT?

Answer: D

Question No : 11

What is one way that Hewlett Packard Enterprise services and solutions help to address the challenges created by the new IT trends?

A. They are designed exclusively for key vertical solutions.
B. They promote a clear separation between traditional IT and the cloud.
C. They give customers the ability to harness the explosion of data.
D. They eliminate the risks created by the shift away from mobility and toward wired connectivity.

Answer: C

Question No : 12

How does Hewlett Packard Enterprise (HPE) differentiate itself against Cisco in the management solutions space?

A. HPE provides a management framework that supports snap-in modules from other vendors, including competitors.
B. HPE provides end-to-end converged management with a single-pane-of-glass solution
C. HPE provides a customized management console tor each silo, so customers need to purchase only the management consoles they need
D. HPE takes a manager-to-manager approach, offering an array of management solutions.

Answer: B

Question No : 13

What is the HPE 3PAR StoreServ architecture purpose-built to support?

A. High density libraries
B. Traditional infrastructure devices
C. Software-defined networking (SDN) enabled devices
D. Virtualization and cloud

Answer: D

Question No : 14 DRAG DROP

HPE is the leader in the worldwide server market. Industry analysts have identified issues with other server vendors. Match each server to the appropriate vendor issue.

Vendor		Issue
Cisco		Lack of experience in the enterprise server market and no proven support structure for servers
Lenovo		Uncertainty about product availability and support due to privatization
Dell		Portfolio gaps due to a networking-centered culture and strategy

Answer:

Vendor		Issue
Cisco	Lenovo	Lack of experience in the enterprise server market and no proven support structure for servers
Lenovo	Dell	Uncertainty about product availability and support due to privatization
Dell	Cisco	Portfolio gaps due to a networking-centered culture and strategy

Question No : 15

You have been talking to a customer about protecting the company's digital assets. You want to see if the customer would also be interested in HPE workplace productivity solutions. Which question would you ask to move the conversation to workplace productivity?

A. How much of your business-critical data is exchanged and stored in your email system
B. What are your plans for helping IT move to a new strategic role as a line of business partner?
C. Where will you be adding infrastructure to accommodate growth?
D. Are stringent security measures making your employees less productive?

Answer: A

Question No : 16

Why is it important to involve line of business managers from the beginning of the buying process?