

QUESTIONS & ANSWERS

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HP

HPE2-E69

Selling HPE Hybrid IT, Intelligent Edge, and Services

QUESTION: 104

A customer states that their company already has a mix of private and public cloud services, and they find it complex to manage. What should you explain about HPE Hybrid IT?

- A. HPE Hybrid IT removes public cloud service from the mix, making the solution easier to control and more scalable.
- B. HPE Hybrid IT provides a unified view of all IT resources, including both on-premises and off-premises resources.
- C. HPE Hybrid IT transforms traditional composable resource pools into pools in which storage and servers scale together.
- D. HPE Hybrid IT helps IT operations spend more time maintaining critical services rather than responding to line-of- business demands.

Answer: B

QUESTION: 105

You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. Which desired business outcome indicates that the customer is a good prospect for a services-led effort to consolidate, virtualize, and modernize the data center?

- A. an emphasis on improving employee experience with a more modern network solution
- B. the desire for a private cloud solution that integrates with Amazon Web Services (AWS)
- C. the need for a container as a service (CaaS) solution that integrates with Docker
- D. a focus on optimizing the data center to increase efficiency and lower costs

Answer: D

QUESTION: 106

Which customer would be a good candidate for HPE Flexible Capacity?

- A. a company that does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model
- B. a company that is purchasing some services in public cloud but is concerned about public cloud security
- C. a small company that wants to move from a small on-premises network to public cloud
- D. a company that recently updated their data center and anticipates no further updates for at least a year

Answer: B

QUESTION: 107

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

Answer: B

QUESTION: 108

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE has years of expertise in proprietary cloud technologies, which are a better fit for most customers.
- B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS).
- C. HPE has extensive partnerships with open source projects such as OpenStack and

Cloud Foundry.

D. HPE recommends against open source-based solutions because they tend to lock customers in.

Answer: C

QUESTION: 109

Why should HPE partners understand the advantages that HPE Financial Services offer?

A. By 2019 a majority of companies will be using leasing options.

B. In 2017 a majority of companies moved their services from private cloud to public cloud.

C. By 2018 a majority of companies will increase their IT budgets by 25%.

D. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models.

Answer: A

QUESTION: 110

Which HPE acquisition provides solutions that help customers secure their IoT devices?

A. Cloud Cruiser

B. SimpliVity

C. Niara

D. SGI

Answer: C

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