



# HPE2-E71<sup>Q&As</sup>

HP Introduction to Selling HPE Products, Solutions and Services Exam

## Pass HP HPE2-E71 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/hpe2-e71.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



**QUESTION 1**

Your customer tells you he is not considering support services since the products they are using have a warranty. Which question could you ask to demonstrate the importance of support service?

- A. Who in your company can fix the issue if it occurs during normal business hours?
- B. What happens if a problem occurs on the weekend or a holiday?
- C. What happens if the product experiences a hardware defect?
- D. How many hardware issues has your company experienced?

Correct Answer: B

---

**QUESTION 2**

Which challenge do SMB customers face in being competitive in terms of their workforce?

- A. They cannot attract millennials who tend to be tech savvy so a majority of their management are resistant to new innovations in technology.
- B. Their full-time IT staff need to refresh their skills so they can work more effectively and efficiently.
- C. They have to make IT process and decision-making more visible to users, who complain about the lack of insight into the IT department.
- D. They have to provide reliable network access to all their employees, regardless of location, to maintain productivity and satisfaction.

Correct Answer: B

---

**QUESTION 3**

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

---



#### QUESTION 4

Which management tool ensures HPE ProLiant server is cooled properly and monitors memory, processors, and power supplies?

- A. HPE iLo
- B. HPE Intelligent Tuning
- C. HPE Insight Online
- D. HPE UEFI

Correct Answer: A

Reference: [https://support.hpe.com/hpsc/doc/public/display?docId=emr\\_naa00043114en\\_usanddocLocale=en\\_US](https://support.hpe.com/hpsc/doc/public/display?docId=emr_naa00043114en_usanddocLocale=en_US)

---

#### QUESTION 5

Which SMB offer provides the software and hardware customers need to run popular workloads?

- A. Entry models
- B. Standard models
- C. Performance models
- D. Solution models

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/servers/entry-level.html](https://www.hpe.com/emea_europe/en/servers/entry-level.html)

[Latest HPE2-E71 Dumps](#)

[HPE2-E71 Practice Test](#)

[HPE2-E71 Braindumps](#)