HPE2-E75$^{Q\&As}$

Selling HPE Edge-to-Cloud Solutions (2021)

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QUESTION 1

Which customer would be a good candidatefor HPE Flexible Capacity?

A. a company that is purchasing some services in public cloud but is concerned about public cloud security

B. a company that recently updated their data center and anticipates no further updates for at least a year

C. a companythat does not think pay-as-you-go funding options ultimately benefit companies and that wants to maintain a CAPEX model

D. a small company that wants to move from a small on-premises network to public cloud

Correct Answer: A

QUESTION 2

Which technology enables next-gen analytic applications to provide real-time results?

A. in-memory databases

B. just-in-time processing

C. hybrid cloud platforms

D. process-driven computing

Correct Answer: A

QUESTION 3

What isone way that HPE expands the number of opportunities for you to sell HPE Hybrid IT solutions?

A. HPE delivers a one-size-fits-all cloud option that you can target to small, medium, and large customers.

B. HPE provides an extensive partner ecosystem to ensure that the HPE solution fits in many environments.

C. HPE and Aruba together deliver HPC applications that are optimized for the small-to- medium business (SMB).

D. HPE has developed vertical-specific variations of its analytic software solutions.

Correct Answer: B

QUESTION 4

Which feature of HPEGen10 servers prevents compromised firmware from booting?

A. silicon root of trust

B. built-in persistence

C. intelligent system tuning

D. next-generation CPUs

Correct Answer: A

QUESTION 5

Which type of information should you be looking for when asking customers about their business strategies?

A. metrics they have used to measure the ROI ofprevious initiatives

B. measurements that help improve business processes

C. policies and plans they have made to meet their financial goals

D. actions they have taken to increase their market share

Correct Answer: B

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