HPE2-E71 ^Q&As

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QUESTION 1

You are trying to qualify a customer for an HPE SimpliVity solution. Which customer characteristics indicate a consolidation use case?

A. The customer wants to conserve storage space and find an affordable solution to compress data being sent over the WAN to reduce latency.

B. The customer has a partially virtualized environment but wants to add virtualized machines (VMs) and improve application performance.

C. The customer needs a storage solution that includes backup and replication capabilities.

D. The customer is looking for a way to reduce the time it takes to provision and manage employees\\' desktops.

Correct Answer: A

QUESTION 2

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

A. HPE GreenLake Flex Capacity

B. HPE Transition Services

C. HPE Technology Refresh

D. HPE Subscription

Correct Answer: C

Reference: https://www.hpe.com/us/en/services/promotions-americas.html

QUESTION 3

A customer with a highly virtualized environment is interested in HPE SimpliVity. However, the customer tells you she does not want to retain the IT staff to learn another management tool.

How should you respond?

A. HPE SimpliVity provides GUI plugins for both VMware vCenter and Microsoft System Center Virtual Machine Manager.

B. The HPE SimpliVity management interface takes only minutes to learn so extensive retraining is not required.

C. Customers using VMware vCenter can continue to use that management interface, but Hyper-V customers will have a small learning curve to learn the SimpliVity management interface.

D. The benefits of HPE SimpliVity far outweigh the minimal effort to retrain some IT staff to use a new management interface.

Correct Answer: C

QUESTION 4

Which is one challenge that SMB customers face in adopting cloud?

A. They cannot find convenient services for their needs.

B. They find that the cloud services are not agile enough.

C. They need to maintain control and ensure data is secure.

D. They tend to prefer CAPEX funding models over OPEX.

Correct Answer: C

Reference: https://techaisle.com/blog/338-smb-and-midmarket-it-maturity-segments-cloud-adoptionchallenges

QUESTION 5

A customer wants to upgrade its APs to 802.11ac but thinks all APs that support 802.11ac deliver the same performance. Which built-in features would you highlight to show that Aruba APs improve the user experience? (Select two.)

A. Zero touch management

B. Dynamic segmentation

C. Web content filtering

D. Adaptive Radio Management

E. ClientMatch

Correct Answer: BE

QUESTION 6

For which customer would you recommend the HPE ProLiant DL380 Gen10 Server?

A. A customer needs an affordable server for a home office.

B. A customer is looking for a tower server for a remote office.

C. A customer wants a server to run low scale file and print.

D. A customer wants to run multiple workloads on the same server.

Correct Answer: D

QUESTION 7

What is one reason SMBs are interested in cloud solutions?

A. Cloud provides a pay-as-you-go funding model that helps SMBs improve their bottom line.

B. Cloud gives SMBs a computing model that meets all of their IT and business requirements.

C. Cloud gives SMBs better control over their data than cant be achieved with an on-premises solution.

D. Cloud helps SMBs achieve 100% compliance with industry regulations.

Correct Answer: A

QUESTION 8

You have proposed HPE Nimble to a customer who is concerned about costs and value. What can you explain about Nimble benefits to address these concerns? (Select two.)

A. HPE Nimble helps customers avoid hidden costs with flat support licensing and all-inclusive software.

B. HPE Nimble is a simple, traditional SAN solution that gives good performance without unnecessary data services.

C. HPE Nimble uses storage class memory (SCM), which is more cost effective than traditional flash alone.

D. HPE Nimble includes the licensing for the selected virtualization environment such as VMware or Hyper-V.

E. HPE Nimble imposes less overhead than other storage solutions so customers can get more data on less storage.

Correct Answer: AE

Reference: http://www.storagepricing.org/tag/nimblestorage-pricing/

QUESTION 9

You are explaining the HPE SimpliVity HyperGuarantee to a customer. How can you describe the Hyper Protected part of this guarantee?

A. HPE SimpliVity is protected against hardware defects, ensuring customers receive replacement parts within 1 business day.

B. Customers can quickly back up or restore large amounts of data, such as 1 TB virtual machine in less than one minute.

C. Customers receive a one-year subscription of malware detection software when purchasing HPE SimpliVity.

D. HPE SimpliVity includes a stateful firewall, which enables policy-based management.

Correct Answer: B

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/simplivity-guarantee.html

QUESTION 10

You have qualified your customer for a storage virtualization use case. Your customer tells you about 45% of their servers are virtualized, but they need to improve scalability before they increase their virtualization.

Where is this customer in their virtualization journey?

A. Expanding

B. Getting started

C. Planning

D. Growing

Correct Answer: C

Reference: https://www.google.com/url? sa=tandrct=jandq=andesrc=sandsource=webandcd=1andved=2ahUKEwivkdD Q3NDjAhVUDWMBHXQHClwQFjAAegQI ARACandurl=ftp%3A%2F%2Fftp-boi.external.hp.com%2Fpub%2Fc-products%2Fservers% 2Fvmware% 2F4AA0-5141ENW_Virt_Brochure_Jan09.pdfandusg=AOvVaw3V8z4xpE_gsWNCgj9w3kgM

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