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## **Q&A**

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**Exam** : **HPE2-E55**

**Title** : Introduction to Selling HPE  
Products, Solutions and  
Services

**Version** : DEMO

1. When talking with HPE customers about other HPE solutions what can indicate an opportunity for HPE storage?

- A. questions about pay-as-you-go financing
- B. concerns about unified wired and wireless access
- C. concerns about managing and protecting data
- D. questions about implementing hybrid IT

**Answer: C**

2. Which guideline should you follow for discussing services with customers?

- A. Link the services to business goals early in the sales cycle
- B. Discuss services only with IT decision makers because the discussion is too technical for other decision makers.
- C. Avoid bringing up services until after the customer has committed to the HPE solution
- D. Refer the customer to HPE Pointnext but avoid a detailed discussion yourself

**Answer: A**

3. Which descriptions apply to the HPE ProLiant DL360 Gen10 Server? (Select two..)

- A. four-processor server
- B. tower server
- C. one-processor server
- D. 1U dense server
- E. two-processor server

**Answer: DE**

4. Which business challenge does Aruba ClientMatch solve?

- A. Devices are slow to connect to their data and files stored on the corporate cloud
- B. Servers are difficult to install and require constant ongoing operations to manage
- C. Mobile apps take up too much bandwidth, resulting in poor performance for many users
- D. Wi-Fi is slow because clients stick to one AP despite changes in signal strength and area density.

**Answer: D**

5. In terms of market position, what is one characteristic that makes HPE storage solutions so compelling?

- A. HPE ships the most storage solutions worldwide.
- B. HPE is the only company that has replaced all traditional storage solutions with completely converged and software-defined options.
- C. HPE is the entry storage market leader
- D. HPE offers the number three ranked midrange array and is number two in server worldwide shipments and revenue

**Answer: C**