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## **Q&A**

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**Exam** : **HPE2-E72**

**Title** : Selling HPE Hybrid Cloud  
Solutions

**Version** : DEMO

1.You are meeting with a CIO for a discovery conversation about HPE storage solutions. What does HPE recommend as a good topic of discussion?

- A. The company's container strategy
- B. The customer's knowledge of SAN architectures
- C. The impact of outages on the company's business
- D. The increasing cost of flash technologies

**Answer: C**

2.How does HPE Ezmeral Machine Learning Ops differ from HPE Ezmeral Runtime Enterprise?

- A. It provides AI/ML targeted to mid-market customers, while Ezmeral Runtime Enterprise provides AI/ML targeted to enterprises.
- B. It adds support for many AI/ML tools and frameworks to the same platform provided by Ezmeral Runtime Enterprise.
- C. It provides a platform for AI/ML with a flat-rate yearly subscription, while Ezmeral Runtime Enterprise is licensed on a per-core basis.
- D. It runs on a customer's existing Hadoop platform and adds A/ML features, while Ezmeral Runtime Enterprise provides its own platform.

**Answer: D**

3.How does data gravity often affect customers?

- A. It creates pressure to shift more applications to the edge where data is collected.
- B. It complicates encrypting large amounts of data, leaving vulnerability gaps.
- C. It makes it difficult to segment data into separate pools for specialized applications.
- D. It prevents customers from storing data on-prem due to the power and cooling demands.

**Answer: B**

4.How do HPE GreenLake cloud services benefit customers?

- A. They help smaller businesses save money by moving all of their workloads off-prem.
- B. They provide workload-based solutions that can be rapidly deployed for pay-per-use consumption.
- C. They help customers accelerate IoT by moving data from the edge to the cloud.
- D. They help customers overcome data gravity by moving workloads to the cloud, but keeping data on-prem.

**Answer: C**

5.What is a key HPE Ezmeral use case?

- A. Helping customers migrate from hosting production workloads on-prem to the public cloud
- B. Helping customers preserve data sovereignty by storing data in multiple public clouds
- C. Helping customers with big data applications modernize and accelerate their analytics
- D. Helping customers virtualize their data center environment

**Answer: C**