KillTest

Higher Quality, Better Service!

Q&A

Exam : **HPE2-E75**

Title : Selling HPE Edge-to-Cloud Solutions (2021)

Version : DEMO

1.You have identified a potential hybrid IT prospect. In your next conversation, you learn that the customer has just started to virtualize the data center. The customer wants to make the data center more agile with private cloud services.

Which approach should you take with this customer?

A. Take a services-led approach to transform the customer data environment with cloud storage solutions.

B. Qualify the customer for an HPE private cloud solution built on hyperconverged infrastructure.

C. Qualify the customer for HPE Intelligent Edge because the customer is not yet ready for a hybrid IT solution.

D. Take a services-led approach to transform the customer data center into a full software-defined infrastructure.

Answer: D

2.What is a simple way to describe digital transformation to customers?

A. IoT devices ate replacing traditional desktop computers.

B. Everything around us is becoming connected and sharing data.

C. Apps and data are merging into a single platform.

D. New apps are being created to stop data from growing so quickly.

Answer: B

3.A customer tells you that their IT staff is knowledgeable and will be able to implement any solution.

How could you respond to help the customer understanding services?

A. Have you considered how much you could save by moving workloads to the public cloud so you can reduce your IT staff?

B. How will your staff manage everyday workloads and projects while trying to transform your business?

C. How comfortable are you in taking the risk that if a problem occurs, it will happen during business hours?

D. Does your product warranty provide next day replacement for parts?

Answer: C

4.What is one benefit of the private cloud model?

A. It removes the need for making capital expenditures in the data center.

B. It requires fewer IT resources than public cloud.

C. It offers more scalability than public cloud.

D. It enables self-service provisioning within the customer's IT infrastructure.

Answer: D

5.How does the new HPE Cloud Cruiser product help customers manage and optimize IT usage in their organization?

A. with flash storage capabilities

B. via a suite of management and security platforms

C. through consumption analytics software

D. with entity behavior analytics

Answer: D