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HPE2-E70

Selling the Value of HPE Hybrid IT Solutions



## Exam A

### QUESTION 1

How does digital disruption affect customers purchasing decisions for storage solutions?

- A. To support the new generation of apps and data, customers need the right storage solutions designed to cope with these new demands.
- B. To develop an intelligent infrastructure, customers need to migrate the majority of their infrastructure to the public cloud.
- C. To complete with cloud-based companies, most IT organizations IT departments are doubling or tripling IT budgets compared to five years ago.
- D. To go digital, companies need to virtualize their data center, which begins with virtual storage.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 2

Your customer prioritizes simplified management and reduced data management costs for general storage workloads. Which solution family should you suggest?

- A. HPE StoreOnce
- B. HPE 3PAR
- C. HPE Nimble
- D. HPE Apollo

**Correct Answer:** B

**Section:** (none)

**Explanation**



**Explanation/Reference:**

Reference: [https://tdhpe.techdata.eu/Documents/TDAS-Storage/HPE%203PAR%20StoreServ\\_Family%20Guide.pdf?epslanguage=en](https://tdhpe.techdata.eu/Documents/TDAS-Storage/HPE%203PAR%20StoreServ_Family%20Guide.pdf?epslanguage=en)

**QUESTION 3** In what situation is it ideal to create a BVF for your potential customer?

- A. When you want to build long-time value, understand the customer's business language and demonstrate your added value.
- B. Because BVFs are time-consuming to create, you should only make one if your customer asks for it.
- C. When you've tried other selling tactics and the customer still hesitant about HPE solutions.
- D. You should create a BVF for every customer, regardless of account size and future potential earnings.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 4

Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be. Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

- A. Intelligent storage solutions
- B. Everything as a Service solutions
- C. Software-defined solutions
- D. Hybrid cloud solutions

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Explanation:

**Intelligent storage** is a **storage** system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data. Reference:

[https://www.hpe.com/emea\\_europe/en/what-is/intelligent-storage.html](https://www.hpe.com/emea_europe/en/what-is/intelligent-storage.html)

**QUESTION 5** HPE software-defined infrastructure solutions are designed to meet the needs of what types of customers?

- A. Customers who are interested in moving all their workloads to a public cloud hosting service to remove the on-premises component of their IT.
- B. Customers who need to keep the data and processes of each team within the organization separated into individual silos.
- C. Customers who want to gain stronger and more reliable IT capabilities by adding more hardware to their existing traditional data center.
- D. Customers who are looking to replace to replace their aging, complex infrastructure with a simplified anf flexible solution.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 6** What is the benefit HPE GreenLake Flex Capacity offers customers?

- A. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.
- B. It provides the ease-of-use and pay-as-you-go advantages of public cloud for an on-premises solution.
- C. It helps customer's quality for low-cost leases for HPE-only solutions.
- D. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 7** Your customer wants to know how HPE SimpliVity with Composable Fabric compares to other similar solutions. You want up-to-date sales-focused competitive information. What is the best source for this information?

- A. HPE Seismic
- B. HPE web site
- C. HPE Demo Portal
- D. Saba Cloud

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 8** What is the way public cloud solutions introduce security risks to customers?

- A. By law, public cloud providers are required to disclose the names and locations of their customers.

- B. The shared, multi-tenant nature of the public cloud opens up additional avenues of attack.
- C. It is easier to code viruses for the public cloud, making it a common starting point for hackers.
- D. Public cloud providers offer zero security measures so any one can access confidential data at any time.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 9

Why will the number of nontechnical developers increase dramatically over the next several years?

- A. IT spending will decrease year-over-year, leading technical developers to focus on other tasks.
- B. Line of business managers will prioritize business skills over technical skills in app developers.
- C. Improvements to development tools will decrease the amount of coding and scripting required to create apps.
- D. Hyperagile apps will be easier to develop because they will run only in cloud environments.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 10

Your customer is interested in a solution that will scale immediately to provide the capacity the company needs. However, the customer isn't sure why HPE EaaS is better than moving to the public cloud. How should you respond to highlight the advantages of the HPE EaaS?

- A. Public cloud isn't as great as you think. Have you read any recent reports from industry analysts about the downfalls of cloud?
- B. The flexibility of public cloud comes with some risks. How would a service provider outage affect your reputation and bottom line?
- C. The cost of the public cloud is continuously in fluctuation. Wouldn't you rather have a flat, consistent monthly bill?
- D. Public cloud may be the latest trend, but wouldn't you rather have a solution that sets you apart from your competitors?

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 11

Which issue with cloud services is a key driver for customers to return workloads to their on-premises environment?

- A. They cause over-provisioning.
- B. They lack flexibility.
- C. They lack security.
- D. They cannot scale.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 12**

What is the way that intelligent storage helps customers address business issues? (Choose two.)

- A. Control cloud spend with cost and utilization insights for all cloud services.
- B. Reduce time to stand up infrastructure from hours to minutes.
- C. Optimize data to the right economic model.
- D. Ensure that data complies with regulations and security policies.
- E. Manage resources and services across a hybrid cloud environment.

**Correct Answer:** BC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 13**

You are proposing HPE GreenLake Flex Capacity to a customer. The customer objects that cost of the service will be greater than the initial cost of purchasing a solution in the traditional way. What is the point that you should explain?

- A. While the TCO for HPE GreenLake Flex Capacity might be high, the service over-provisions to protect the customer from the costs of downtime.
- B. At the end of the term of the HPE GreenLake Flex Capacity service, the customer has the option of purchasing the equipment at a discount.
- C. HPE GreenLake Flex Capacity deploys the customer workloads in a variety of HPE and partner clouds, which is inherently cheaper than on-prem deployment.
- D. The initial cost of purchasing a solution represents just a small percentage of the total cost operating the solution.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 14**

A customer is concerned that an HPE EaaS solution will require a large upfront investment and cost too much in hardware expenses as the company grows. How should you respond?

- A. You pay for what you use, and HPE does the work of owning, maintaining, and updating the solution, seamlessly adding more capacity whenever you need it.
- B. You receive a substantial discount on purchasing the infrastructure, so the upfront investment is much less than you would expect to pay.
- C. You may pay extra money to update your infrastructure, but it is worth the extra cost if your company has higher capacity and increased user productivity.
- D. You pay for the infrastructure you need for the HPE EaaS solution up front and then are charged only for the support services you need.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 15** What role do most CIOs believe IT should fulfill in an organization?

- A. It is a strategic advisor who can help make the best technology and find opportunities for innovation.
- B. It can easily double as a customer service team due to its familiarity and insights into common account tools.
- C. It should have the final say on all technology decisions and purchases to help the business stay competitive.
- D. It is becoming redundant due to an increasingly tech-savvy workforce, and so should be reduced to save money.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 16**

How should you tailor the conversation to best engage an organization's line of business (LOB) decision makers?

- A. Dig into specifics for each solution or product that you propose.
- B. Avoid talking about IT-related topics as LOB managers aren't involved in IT spending.
- C. Highlight the purchase price of HPE solutions and compare costs against competitors.
- D. Focus on how an IT solution can help them address their business problem while keeping costs low.

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 17** What business benefit does the Composable Fabric provide beyond the HPE SimpliVity solution alone?

- A. It enables software-optimized data deduplication, which is more efficient than hardware-based deduplication.
- B. It adds a Data Virtualization Platform and data protection features, which SimpliVity alone does not support.
- C. It enables broader scalability for the HPE SimpliVity solution both within and between racks.
- D. It provides plug-ins that enable the HPE SimpliVity solution to extend into public AWS and Microsoft Azure clouds.

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**



**QUESTION 18** What is the way that HPE Synergy helps customers to accelerate innovation? (Choose two.)

- A. Its machine learning algorithms enable IT to resolve problems before they cause issues.
- B. Its template-based provisioning approach cuts service deployment time from weeks to minutes.
- C. Its Data Virtualization Platform makes data more accessible to IT and speeds IT processes.
- D. Its siloed approach to resource deployment ensures that each IT team can work at peak efficiency.

**Correct Answer: AB**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 19** Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer's problem?

- A. HPE Composable Cloud for ProLiant DL
- B. HPE SimpliVity with Composable Fabric
- C. HPE Nimble
- D. HPE OneSphere

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 20** Which type of digital disruption technology is key to obtaining insights from the data companies collect?

- A. Composable infrastructure
- B. Artificial intelligence
- C. DevOps
- D. Augmented reality

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 21** What is the key distinguishing feature that both HPE Nimble and HPE 3PAR offer?

- A. They both provide the highest levels of availability, including for disaster recovery.
- B. They include the industry's first Memory-Driven Flash with storage class memory (SCM) and NVMe.
- C. They are both deployed as part of a hyperconverged solution with built in data protection.
- D. They use a Data Virtualization Platform to improve the efficiency of data storage, backup, replication, and restore operations.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 22** What is an IT trend that is driving customers to focus on digital transformation?

- A. increased budgets to invest in IT projects
- B. pressure to speed their time to market and time to value
- C. need for fixed server, storage, and network components
- D. moving everything to cloud to improve IT performance

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 23** How has HPE improved GreenLake Flex Capacity to help you meet customer requirements more quickly?

- A. HPE GreenLake Flex Capacity requires companies to move from a CapEx funding model to a lease with low-interest rates.
- B. HPE GreenLake Flex Capacity includes pre-packaged and pre-tested solutions that meet the most common customer.
- C. HPE GreenLake Flex Capacity reduces the time it takes to add more capacity from three months to two months.
- D. HPE GreenLake Flex Capacity delivers a standard set of servers, storage, and networking to all customers, thereby eliminating custom configurations.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 24** Your customer has determined that their data center resources are significantly underutilized. Which HPE solution can help the customer bring spending for on-premises IT in better alignment with its utilization? (Choose two.)

- A. HPE OneSphere
- B. HPE OneView
- C. HPE GreenLake Flex Capacity
- D. HPE StoreOnce Catalyst

**Correct Answer:** AC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 25** What is a benefit of an HPE GreenLake Flex Capacity solution?

- A. It helps customers optimize cloud storage capacity with dashboards geared toward IT generalists.
- B. It distributes customer data among multiple clouds in order to increase resiliency.
- C. It provides sophisticated metering that helps customers better understand their IT consumption.
- D. It requires companies to move from a CapEx funding model to a lease, which includes a service level agreement (SLA).

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 26** What is the key value proposition for HPE Nimble solutions?

- A. It provides effortless experience for the best management and support.
- B. It provides the best availability of any HPE storage solutions.
- C. It provides scale out performance for ultra large data sets.
- D. It provides a platform optimized for high performance computing (HPC).

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 27** What presents an ideal opportunity for selling HPE GreenLake Flex Capacity?

- A. The focus on streamlining the customer experience by integrating network, location, and data technologies.
- B. The growing number of companies dedicating a significant portion of their IT spending to consumption-based procurement.
- C. The ever increasing number of users and their devices putting a strain on IT that the traditional data center can't keep up with.
- D. The current trend of gathering large amounts of data and then storing it in the core to be analyzed at a later time.

**Correct Answer:** B



**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 28** What is the way disruptive technologies are effecting the security landscape?

- A. Attackers are using Artificial intelligence to manipulate data so that companies cannot trust the integrity of the data.
- B. Internet of Things (IoT) devices are making it easier for companies to secure their edge.
- C. Ransomware attacks are no longer a threat because a majority of companies now patch their endpoints.
- D. Fewer attacks are being launched on infrastructure devices as attackers focus their attention on phishing and ransomware attacks.

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 29** How does HPE Pointnext provide a key distinguishing feature for HPE multi-cloud solutions?

- A. It provides a multi-cloud management platform that gives customers visibility across their on-premises environment and multiple clouds.
- B. It helps customers identify maturity gaps and plan their cloud strategy, factoring in people, processes, and technology.
- C. It provides an easy to use API that enables customers to integrate their multi-cloud solution with a broad ecosystem of third-party applications.
- D. It helps customers to operate more efficiently by giving customers a pay-per-use funding model for both HPE and partner vendor infrastructure.

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 30**

A customer tells you that the company struggles to manage its data. The company wants to implement more automation into its data management practices to make IT more responsive to the line of business. Based on these specific needs, for which HPE solution should you qualify the customer?

- A. HPE Synergy
- B. HPE GreenLake Flex Capacity
- C. Intelligent Storage from HPE
- D. Composable Fabric from HPE

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 31**

A small business is growing so the HPE MSA storage solution they purchased three years ago no longer meets their capacity requirements. The customer typically waits as long as possible to update their infrastructure. Which solution would you recommend?

- A. The customer could use HPE Cloud Bank Storage on HPE MSAs to move storage to the cloud, regardless of workload.
- B. The customer could benefit from HPE OneSphere, which would enable them to migrate their storage to a public cloud and manage all their workloads across a hybrid cloud environment.

- C. The customer is a good candidate for HPE Financial Services, which could help them extract value from the MSA solution and apply it to an HPE Nimble solution.
- D. The customer is an ideal candidate for HPE GreenLake Flex Capacity, based on their size and the frequency of their hardware upgrades.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 32

What common business need does the HPE multi-cloud management solution help customers address?

- A. the need to securely segment the on-premises environment from the cloud environment until cloud is eliminated.
- B. the need to create logical systems, in which each workload is dedicated to a single data center rack
- C. the need for a one-size-fits-all, on premises deployment model used for every business application and workload
- D. the need for visibility and control across all their cloud services and their on-premises environment

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 33** What is the topic that you should discuss to qualify a customer for an HPE data protection solution?

- A. the mix of workload deployment models, including containers and VMs, in the customer environment
- B. the challenges the customer faces in changing IT attitudes toward AI
- C. the customer's need to comply with data regulations and minimize risks
- D. the customer's need to gain more insight and data about their hybrid IT environment



**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 34** What is the topic appropriate to opening a conversation about HPE software-defined solutions?

- A. why a CAPEX funding model is the best choice for on-premises software-defined resources
- B. why users need better performing networks in order to run the latest software and apps
- C. how much training IT staff have in emerging technologies such as big data and AI
- D. how much visibility and control the customer has over resources in the hybrid cloud

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 35

What is the challenge that can drive customers to HPE software-defined solutions?

- A. Users find it too slow to run cloud-based applications over the legacy network.

- B. The data center lacks clearly defined siloes for compute, storage, and networking.
- C. Too much automation in the data center has introduced errors and unplanned downtime.
- D. The company lacks control and oversight over difficult-to-manage cloud services.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 36** Which is an example of value-based selling?

- A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify management.
- B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.
- C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.
- D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 37** What is a feature that makes HPE OneSphere stand out from the competition?

- A. It integrates with HPE InfoSight to provide lifecycle management for servers and networking.
- B. It can be combined with consumption-based funding models such as HPE GreenLake Flex Capacity.
- C. It is the first multi-cloud platform that is based on artificial intelligence (AI) and machine learning.
- D. It builds private cloud services using unique and proprietary HPE virtualization technologies.



**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 38** Which customer characteristic indicates a good opportunity for selling HPE GreenLake Flex Capacity?

- A. The customer prefers to handle support in-house.
- B. The customer is an SMB that needs greater flexibility.
- C. The customer is focused on price and has little interest in cloud.
- D. The customer anticipates 10 percent growth year over year.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 39**

What steps are necessary for companies that want to use data to transform digitally?

- A. Increase the amount of data gathered and use intelligent storage to manage and interpret it.
- B. Improve resiliency by storing data in multiple public clouds and require each service provider to strengthen security measures.
- C. Inquire all data to be stored in the cloud and rely on the cloud service provider to extract insights.
- D. Focus on gathering data at the edge and secure that data using Artificial Intelligence (AI)

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 40** What is the key reason that customers are reluctant to move all workloads to public clouds?

- A. Public cloud services do not provide fast enough scalability for most customers' requirements.
- B. C-level executives tend to want to leave IT decisions to IT, and cloud puts too many decision making burdens on them.
- C. Public clouds pose security risks, and placing some workloads there could interfere with regulatory compliance.
- D. Developers have largely resisted moving to the cloud, and businesses are driven to their demands.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 41** What is a way that HPE SimpliVity improves customer experience?

- A. The vast majority of SimpliVity customers lower public cloud service costs using SimpliVity dashboards and reports.
- B. SimpliVity templates let admins quickly update firmware for ProLiant servers and Nimble storage systems.
- C. SimpliVity simplifies management and maintenance of customers' existing HPE blade systems.
- D. The vast majority of SimpliVity customers see much better application performance.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://pdsit.net/solutions/hpe-simplivity-easing-complexity-of-cloud-management/>

**QUESTION 42** In terms of security, how are HPE ProLiant DL servers distinguished from the competition?

- A. The HPE OmniWatch bundle monitors traffic received by the server and filters out suspicious traffic.
- B. The HPE silicon root of trust prevents firmware compromised with malware from executing.
- C. The HPE Data Virtualization Platform ensures that all data is encrypted when it is first written.
- D. The HPE Integrated Lights Out (ILO) firmware encrypts all data that resides on the server.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://www.hpe.com/content/dam/hpe/download/pdf/gated/Servers/PUB-14047-a00035606enw.pdf?cc=us&ll=en&expirationTs=1560974169151> **QUESTION 43**

Your customer needs the highest level of availability and resiliency with scaleout performance to meet service level agreements (SLAs). Which HPE solution should you suggest?

- A. HPE Nimble
- B. HPE StoreOnce
- C. HPE MSA
- D. HPE 3PAR

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 44**

A customer explains that IT spends a significant amount of time on server lifecycle management tasks such as firmware updates. Which HPE solution simplifies and automates these tasks?

- A. HPE InfoSight
- B. HPE OneSphere
- C. HPE Composable Fabric
- D. HPE OneView

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://h20195.www2.hpe.com/v2/getpdf.aspx/4AA6-5815ENW.pdf?>



**QUESTION 45** What is a common challenge that is driving customers toward software-defined solutions?

- A. After initially embracing cloud, developers are now reluctant to use cloud services.
- B. Manual processes in siloed data centers leave IT staff little time to innovate.
- C. Customers' private cloud solutions tend to be less secure than public cloud.
- D. Typical procurement cycles under-provision the data center for current capacity requirements.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 46** How does selling HPE GreenLake Flex Capacity benefit HPE Partners?

- A. shortens the selling cycle on the initial engagement
- B. enables them to focus their selling efforts on the customers' senior IT manager
- C. allows them to provide an attractive solution for customers who focus on price for unit
- D. helps them establish a long-term relationship with their customer

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 47** What is a benefit of HPE InfoSight?

- A. It uses predictive analytics to improve IT efficiency by solving issues before the customer is even alerted.
- B. It uses AI to determinate whether workloads should run in the cloud or on-premises.
- C. It allows customers to curb secondary data copy sprawl and provide compliance for Service Level Agreement (SLA) data protection requirements.
- D. It simplifies hardware lifecycle management with single pane of glass management.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://solutions.pcmcanada.com/hpe-infosight-overview-benefits-review/>

**QUESTION 48**

Your customer is interested in HPE GreenLake Flex Capacity, but is worried that it might make the IT team seem less valuable to executives. How should you respond?

- A. Reassure the customer that the IT team won't be affected in any way after the EaaS solution is installed and properly integrated.
- B. Discuss ways that the customer can increase training so the IT staff has more marketable skills.
- C. Highlight how much money the company can save by reducing its IT staff and replacing the team, which is prone to make errors with AI automation.
- D. Explain that IT is no longer burdened with just keeping the lights on, so it can focus on innovation to help the company better complete.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 49**

A customer expresses a concern that an HPE GreenLake Flex Capacity solution will lock the company into HPE. What should you respond?

- A. While HPE GreenLake Flex Capacity supports only HPE, this enables customers to simplify and keep costs down.
- B. HPE GreenLake Flex Capacity allows customers to compare the HPE solution and a third-party solution during a testing period.
- C. HPE GreenLake Flex Capacity allows customers to include third-party products in their solution.
- D. While HPE GreenLake Flex Capacity supports only HPE, HPE has the longest track record of success.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 50** Your customer begins the conversation by focusing on a particular product they are interested in. How should you respond?

- A. If the product from HPE, continue to ask the customer what particular features they are excited about.
- B. Tell them that if they are interested in purchasing a product instead of building a solution, they should contact HPE directly.
- C. Explain that the best way to find the proper solution is to let HPE decide which products are best suited for the situation.
- D. Understand why the customer is interested in this product and what business outcome they are trying to achieve.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 51** What benefit does HPE Cloud Cruiser provide?

- A. a single management platform for public cloud services and traditional on-premises environment
- B. redundant storage services that work with customers' choice of public clouds
- C. advisory services that help customers determine how to migrate workloads to the cloud
- D. a portal for monitoring, managing, and optimizing HPE consumption-based IT services

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://www.zdnet.com/article/hpe-to-acquire-cloud-cruiser-for-measuring-it-usage/>

**QUESTION 52** How does HPE OneSphere help customers to control cloud spending?

- A. HPE OneSphere uses AI to improve performance for cloud workloads, enabling the customer to pay for fewer resources for each workload.
- B. HPE unifies payments for all cloud environments under a single payment managed through the HPE OneSphere service.
- C. HPE OneSphere provides a dashboard with real-time cost and utilization metrics across multiple cloud environments.
- D. HPE OneSphere moves all cloud workloads back on-premises and then provides a pay-per-use model for the on-premises workloads.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://assets.ext.hpe.com/is/content/hpedam/documents/a00040000-0999/a00040039/a00040039enw.pdf>

**QUESTION 53**

What is the way that HPE GreenLake Flexible Capacity helps to reduce costs for HPE storage customers?

- A. It provides elastic capacity, which ensures that customers always have the capacity they need, but only pay for what they use.
- B. It provides storage capacity through a leasing model, which allows customers to trade in old systems at the end of the term.
- C. It stores all data in the HPE public cloud, which provides capacity at a lower cost than on-premises capacity.
- D. It provides AI capabilities that automate common maintenance tasks, which reduces ongoing IT expenses.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://www.hpe.com/us/en/services/it-consumption.html>

**QUESTION 54**

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tight budgets and cannot afford a large capital expenditure. Which solution should you emphasize when talking with this customer? (Choose two.)

- A. Data security and backup from HPE Recovery Manager Central
- B. Pay-per-use consumption models from HPE GreenLake Flex Capacity
- C. AI-driven automation from HPE InfoSight
- D. Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage
- E. Multi-cloud management and insights from HPE OneSphere



**Correct Answer:** BC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 55** What common trend is pushing customers toward intelligent storage solutions such as HPE storage?

- A. the increasing IT expertise level in developers
- B. the increasing volume of data
- C. the shortage of storage capacity in public clouds
- D. the increasing cost of flash storage

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 56**

A customer wants a proof point about the value that HPE OneView will bring to the business. What does the IDC report confirm about HPE OneView that you could explain to your customer?

- A. It helps customers to significantly reduce the costs of their cloud services.
- B. It provides significantly faster server deployment and less unplanned downtime.
- C. It enhances compression and enables customers to store more data on fewer systems.
- D. It frees up significant bandwidth capacity in the data center network.



**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://www.hpe.com/content/dam/hpe/download/pdf/gated/IDC-%20a00020316enw.pdf?cc=us&ll=en&expirationTs=1560977199946>

**QUESTION 57** What is a topic that you should discuss to qualify a customer for an intelligent storage solution from HPE?

- A. The amount the customer paid for their previous storage solution.
- B. The ability for IT ops and developers to use the same tools across on-premises and public cloud environments.
- C. The need to gain more insight and data into cloud workloads and spending.
- D. The ability for IT to move data where it needs to be in a hybrid or multi-cloud environment.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <https://www.globenewswire.com/news-release/2018/11/27/1657109/0/en/Hewlett-Packard-Enterprise-Introduces-Industry-Leading-Storage-Intelligence-to-Portfolio.html>

**QUESTION 58** What is a way that HPE GreenLake Flex Capacity helps customers to reduce risk?

- A. It uses an AI-driven approach to capacity optimization, which reduces the risks that arise from human error.
- B. It enables customers to connect rack servers over a flat network infrastructure, which has a lower risk of failure.



- C. It uses a multi-cloud approach, which reduces vendor lock-in and also increases availability for resources.
- D. It lets them avoid the security and availability risks of public cloud while achieving high scalability.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 59**

You are proposing an HPE storage solution for a customer. What is a benefit that HPE Financial Services for the solution can provide to the customer?

- A. HPE Financial Services advice and consulting options help customers to optimize where they deploy data, either on-premises or in the cloud.
- B. HPE Financial Services help customers to self-fund the storage solution by increasing efficiency and unlocking unused capacity.
- C. HPE Financial Services help customers to finance their storage solution by reducing cloud storage costs and applying the savings to on-premises systems.
- D. HPE Financial Services migrate and grow model eliminates the need for paying for two systems during future upgrades and data migration.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 60** Which question helps you guide a customer conversation to an elevator pitch for HPE EaaS solutions?

- A. How is your business affected when you don't have enough IT capacity when you need it?
- B. How much time does your IT department spend on keeping track of licenses and assigned assets?
- C. How are you securing your employees' desktops against ransomware?
- D. Are you currently purchasing your hardware from another company, and what discounts are they giving you?



**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**