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HPE2-E72

Selling HPE Hybrid Cloud Solutions



Exam A

QUESTION 1

What issue with public cloud leads some companies to move workloads back on-premises?

- A. Limited scalability
- B. Time consuming manual configuration
- C. Underutilized resources
- D. Lack of control

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-prem-storage-1701.html>

QUESTION 2 What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/greenlake.html>

QUESTION 3 Which issue is one of the business drivers for HPE GreenLake?

- A. Flat growth
- B. Increased price competition
- C. Inefficient workflows for line of business
- D. Long procurement cycles

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4 Which correctly describes how customers are using public cloud today?

- A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
- B. A majority of customers now run the majority of their workloads in the public cloud.
- C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
- D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

Correct Answer: D



Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-compared-aws-outposts-vs-azure-stack-vs-google-anthos.html>

QUESTION 5 What is one key value that customers are seeking from their data platform?

- A. Automation to deliver data on demand
- B. Ability to perform a wholesale migration from on-prem to cloud
- C. Less of a concentration on hybrid environments as most data is on-prem
- D. Ability to use run analytics on tape for lower costs

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligent-data-platform-with-acquisition-of-mapr-business-assets.html>

QUESTION 6 What is one of the trends in how customers are using public cloud services?

- A. Most customers have consolidated their public cloud services onto a single public cloud.
- B. A majority of customers have moved some cloud services back on-prem in the last year.
- C. A majority of customers have fewer concerns about how public clouds handle data sovereignty than they did two years ago.
- D. In the next two years, customers plan to move about 75 percent of workloads to public clouds.

Correct Answer: B

Section: (none)

Explanation



Explanation/Reference:

QUESTION 7 A customer asks you what makes OneView a worthwhile investment for the business. What is one thing that you should explain?

- A. An IDC study showed that customers achieve significantly lower downtime and faster provisioning with OneView.
- B. Analysts agree that OneView's artificial intelligence (AI) engine gives customers valuable insights into their data platform.
- C. All ProLiant Gen10 servers come with Advanced OneView licenses, so OneView represents a no-cost investment.
- D. OneView includes a cloud metering component that helps customers reduce their public cloud spending.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/solutions/mapr.html

QUESTION 8 What is one benefit of the HPE acquisition of BlueData for HPE customers?

- A. BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these areas.
- B. With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
- C. Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- D. HPE has added BlueData's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://assets.ext.hpe.com/is/content/hpedam/documents/a00078000-8999/a00078919/a00078919enw.pdf>

QUESTION 9 What is one productive way for companies to address exploding amounts of data?

- A. Archive the data on flash until needed for regulatory audits.
- B. Use intelligent storage to reduce the amount of data that the business collects.
- C. Delete the oldest data so that they can focus on the freshest data.
- D. Use AI to analyze the data and extract value from it

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

Which statement indicates that the customer could be a good candidate for HPE's composable and software-defined solutions?

- A. "We spend a lot of money and time provisioning infrastructure and correcting errors caused by manual processes."
- B. "We want to upgrade our rack servers as simply as possible. We're not expanding quickly."
- C. "IoT is presenting a lot of security threats that we are not prepared to address."
- D. "We can't seem to drive our growth up past 5% year-over-year, no matter what functionality we offer to customers."

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

Which is an appropriate discovery question to uncover a customer's need for an HPE Intelligent Data Platform?

- A. "What steps are you taking to ensure data availability across your organization?"
- B. "What processes do you use to ensure that data remains secure in transit?"
- C. "How much savings in capacity can you achieve through data compression?"
- D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

A customer has a hybrid environment with services deployed on-prem, in Amazon Web Services (AWS), and Microsoft Azure. The customer needs a storage solution. What is one benefit of HPE that you should explain?

- A. HPE SimpliVity gives customers a hook into the cloud with stretched clusters that have a mix of on-prem and cloud nodes.
- B. HPE Nimble and Cloud Volumes will let the customers move their data freely around the hybrid environment.

- C. HPE Primera includes an embedded cloud catalog that will help customers deploy services and data in their hybrid environment.
- D. HPE 3PAR will help the customer move the data on-prem and eliminate the need for cloud services.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13 What is an accurate, helpful description of HPE GreenLake?

- A. HPE GreenLake is a fully customizable, consumption-based IT solution, which gives customers pay-as-you-go funding.
- B. HPE GreenLake offers customers fully customized IT solutions that can be funded via a lease or subscription.
- C. HPE GreenLake is an environmental initiative that lets customers pool their hardware in one “lake”, to simultaneously cut spending and prevent unnecessary manufacturing pollution.
- D. HPE GreenLake is an AI-based security solution that equips customers with the firmware-level protection they need for their legacy infrastructure.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 14 What is a key distinguishing feature of HPE composable infrastructure solutions?

- A. HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.
- B. HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.
- C. HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.
- D. HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/what-is/composable-infrastructure.html>

QUESTION 15 What is an appropriate discovery question for uncovering a customer’s need for an HPE composable infrastructure solution?

- A. How much insight do you have into your public cloud spending?
- B. What do you understand about APIs and how they work?
- C. What are your plans for implementing storage class memory (SCM) now and in the future?
- D. What are your plans for automating operations and simplifying management?

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16 What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer puts absolute zero downtime at the top of their list of requirements.
- B. The customer is looking for a simple storage solution for their VMware environment.
- C. The customer is looking for a software-defined storage solution to store files for big data.
- D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17 What is one challenge many customers face in implementing containers?

- A. While IT sees the value of containers, developers are reluctant to deploy them.
- B. The options for container solutions can be confusing to distinguish.
- C. There are not enough options for container solutions in the market.
- D. Their environments are virtualized, and containers and virtualization cannot coexist.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18 What is an accurate trend in how companies procure infrastructure?

- A. More companies are looking for a pay-as-you-go model, even for on-prem infrastructure.
- B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.
- C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.
- D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19 What is one challenge of implementing machine learning?

- A. Biased or inaccurate data can teach the algorithm to behave in undesirable ways.
- B. Developers struggle to make decision makers see the value of machine learning.
- C. Few models for artificial intelligence and machine learning exist yet.
- D. Companies do not have enough data to implement machine learning.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/09/hpe-accelerates-artificial-intelligence-innovation-with-enterprise-grade-solution-for-managing-entire-machine-learning-lifecycle.html>

QUESTION 20

What is one distinguishing characteristic of HPE InfoSight?

- A. It increases durability for data stored in the cloud by using multiple cloud providers.
- B. It gives customers deep insight into the packets that flow across the data center and into the cloud.
- C. It uses User and Endpoint Behavior Analysis (UEBA) to detect suspicious behavior.
- D. It helps find issues that cut across siloes with cross-stack analytics.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.insight.com/maintenance/maintenance.html>

QUESTION 21 What is a use case for Microsoft Azure Private Cloud?

- A. A company wants to apply pay-as-you-go funding to all their IT services.
- B. A company has implemented DevOps and wants to deploy apps to both a private and public cloud.
- C. A company wants to use Anthos to orchestrate migrating workloads across their private and public cloud.
- D. A company wants to find a service provider that can offer private cloud as-a-service.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.rackspace.com/blog/the-top-four-use-cases-for-azure-stack>

QUESTION 22 What is one benefit of HPE InfoSight?

- A. It simplifies lifecycle operations with workflows.
- B. It decreases time spent provisioning hardware.
- C. It provides template-based orchestration.
- D. It lowers IT operating expenditures.



Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.1rti.com/the-advantages-of-hpe-infosight/>

QUESTION 23

Which common challenge can make a customer a good candidate for HPE GreenLake?

- A. Users are complaining about inconsistent applications performance at branch offices.
- B. IT staff is overwhelmed, putting the customer at risk of error-caused security and availability issues.
- C. The customer's growth remains stagnant and below 1% a year.
- D. Financial pressures are causing the customer to turn away from OPEX in favor of CAPEX.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24

Why is TCO an important consideration for potential HPE GreenLake customers?

- A. Customers should understand TCO is not important because the cost of HPE GreenLake cannot be compared with the cost of traditional IT.
- B. Discussing TCO with customers will help them understand the large, upfront costs required for HPE GreenLake.
- C. Customers need to understand that TCO decreases with HPE GreenLake because customers do not refresh their infrastructure as often.
- D. By helping your customers recognize the high cost of overprovisioning, you can help them understand the advantages of HPE GreenLake.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25

How does HPE recommend positioning HPE SimpliVity versus HPE Nimble solutions?

- A. SimpliVity is targeted for scale up storage requirements while Nimble is targeted for scale out requirements.
- B. SimpliVity is targeted for mission critical workloads while Nimble is targeted for general purpose workloads.
- C. Both solutions are targeted for general purpose workloads, but SimpliVity is targeted specifically for emerging big data and AI applications.
- D. Both solutions are targeted for general purpose workloads, but SimpliVity is for customers who want hyperconvergence.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 26 What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

- A. The customer is looking for storage nodes for an object storage solution.
- B. The customer needs an easier way to migrate data between on-prem and the public cloud.
- C. The customer has a VMware environment and wants to migrate that to a hyperconverged solution.
- D. The customer is primarily concerned about avoiding and disruption to mission critical services.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27 Why is a Unified API a critical component of composability?

- A. It exposes the Artificial Intelligence (AI) features that are embedded in HPE InfoSight.
- B. It provides a container run-time environment for DevOps, which speeds up application development.
- C. It enables customers to use the tools they prefer to further orchestrate their environment.
- D. It helps customers establish silos for different workloads, making it easier to manage the infrastructure.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/V2/getpdf.aspx/4AA5-8813ENW.pdf>? (8)

QUESTION 28 What is guideline for tailoring the conversation to CEOs?

- A. Demonstrate your expertise by discussing the solution at a deeper technical level than the competition does.
- B. Make sure that the CEO has a plan for deploying the solution before moving to the qualifying phase.
- C. Keep the conversation focused on how HPE solutions help the customer solve business level needs.
- D. Get the CEOs involved at the earliest stages whether they initially want to be or not.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29 What is one benefit of HPE Synergy for customers who want to start containerizing their applications?

- A. HPE Synergy helps customers to reduce deployment time for Red Hat OpenShift Container Platform from days to hours.
- B. HPE Synergy is specifically designed to run containerized workloads rather than traditional or virtualized workloads.
- C. HPE Synergy includes a self-service catalog that enables developers to provision container platforms without help from IT.
- D. HPE Synergy helps customers replace their existing continuous integration/continuous deployment (CI/CD) tools with end-to-end HPE Synergy automation tools.

Correct Answer: A

Section: (none)

Explanation

**Explanation/Reference:**

Reference: <https://community.hpe.com/t5/Servers-The-Right-Compute/Built-in-data-protection-Red-Hat-OpenShift-Container-Platform/ba-p/7058465#.XpHWQ5pRWQ4>

QUESTION 30

A customer tells you that their costs for public cloud services fluctuate more than they would like from month to month. What can you tell the customer about HPE GreenLake?

- A. With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
- B. HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
- C. HPE GreenLake provides a significant cost savings over public cloud services so even if the cost fluctuates, it is lower than what the customer is paying now.
- D. With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31 What is one major challenge that keeps many customers from obtaining insights from their data?

- A. Their data is spread across a complex hybrid environment
- B. Their C-level executives do not recognize the value of analytics
- C. They cannot afford to store their data on flash drives
- D. They have not collected enough data to analyze

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32 What is an effective way to begin a value-oriented conversation about HPE solutions with a customer?

- A. "Have you compared HPE deduplication strategies with those of competing storage vendors?"
- B. "What goals are you trying to achieve with your hybrid cloud environment – and what stands in the way?"
- C. "How much do you know about how 802.11ac and how it can improve performance in your wireless network?"
- D. "Let's talk about how much memory capacity HPE servers have as opposed to white box servers."

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33

You have proposed an HPE Primera 630 solution to a customer. The customer has had to do forklift upgrades in the past and is concerned about that hassle in the future. What feature of your proposal should you explain?

- A. The Primera 630 system offloads most of the customers' data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- B. The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- C. The Primera 630 system is built on the same hardware platform as Nimble, so the customer can seamlessly move from Primera to Nimble as necessary.
- D. The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

Correct Answer: B

Section: (none)

Explanation



Explanation/Reference:

Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/QS/3/1/31400F254E80D72CD8C111BC9D4FEAB21CDC9D26_source.PDF

QUESTION 34 Which statement accurately describes HPE Synergy?

- A. HPE Synergy provides a single infrastructure that adapts to meet the requirements for any workload.
- B. HPE Synergy supports the predictive analytics of HPE InfoSight, enabling IT to determine which compute module to use for each workload.
- C. HPE Synergy supports high performance computing (HPC) for mission-critical workloads in enterprise environments.
- D. HPE Synergy is designed to provide density-optimized storage and compute for the customer's most demanding workloads.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/servers/density-optimized.html>

QUESTION 35 What is one drawback of traditional private cloud solutions as compared to public cloud?

- A. Traditional private cloud solutions have a CAPEX model, rather than pay-as-you-go like public cloud.
- B. Traditional private cloud solutions lead to more unexpected costs than public cloud.
- C. Traditional private cloud solutions make it harder for the company to audit regulatory compliance than with public cloud.
- D. Traditional private cloud solutions almost always have a higher TCO than public cloud.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36 How does HPE GreenLake help customers scale their IT services to meet demand?

- A. HPE GreenLake moves the customer's workloads to the public cloud when demand exceeds available capacity.
- B. HPE GreenLake provides capacity and planning features and a capacity buffer to help companies keep ahead of demand.
- C. HPE GreenLake provides software-defined automation to discover and manage all HPE infrastructure within the customer's environment.
- D. HPE GreenLake employs AI to identify and unlock underused resources and make them available for composable resource pools.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/services/flexible-capacity.html

QUESTION 37

You are proposing an HPE Intelligent Data Platform solution to a customer. The customer says: "I'm actually strongly considering cloud storage instead. On-prem storage solutions are too slow to deploy and too expensive to scale." What is one way that can you overcome this objection?

- A. "Sure, your public cloud solution is convenient. But what about orchestrating your infrastructure? In the cloud, it's all siloed."
- B. "Public cloud providers are offering outdated tools to develop apps. Only private cloud environments allow you to containerize your apps."
- C. "HPE GreenLake offers the same scalability and pay-as-you-go economics of the public cloud but in the safety of an on-prem environment."
- D. "Public cloud is the right choice, but with HPE's public cloud, you'll have greater performance and reliability. There's no oversubscription and no downtime."

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38 What is one benefit of the HPE GreenLake workloads?

- A. They include all of the solutions available through HPE GreenLake.
- B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.
- C. They decrease the time it takes sales professionals to provide a quote.
- D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/greenlake/workloads.html>

QUESTION 39 What is one benefit of HPE GreenLake for HPE Intelligent Data Platform solutions?

- A. It unlocks the ability for customers to migrate their data between their on-prem environment and the public cloud.
- B. It adds more software features to HPE storage arrays and provides experts to advise customers on implementing those features.

- C. It brings intelligence that is only available on HPE storage arrays delivered by GreenLake.
- D. It helps customers achieve predictable costs for storage with a consumption-based model and metering.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40 For which customers does the HPE 100% Availability Guarantee apply?

- A. For all customers with any HPE storage array
- B. For all customers with HPE Nimble and HPE RMC
- C. For all customers with any HPE storage array and HPE Datacenter support or higher
- D. For all customers with HPE Primera and HPE Proactive Care or higher support

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hpe.com/v2/getmobile.aspx?docname=a00074521enw>

QUESTION 41 What is one benefit of the HPE acquisition of MapR for HPE customers?

- A. HPE has added MapR's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.
- B. Customers can obtain the MapR software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
- C. HPE can give customers the benefits of the MapR expertise in artificial intelligence and machine learning.
- D. With the addition of MapR, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligent-data-platform-with-acquisition-of-mapr-business-assets.html>

QUESTION 42 What is one benefit artificial intelligence providing for HPE composability?

- A. Automating third-party integration with the HPE Unified API
- B. Providing template-based provisioning as part of HPE InfoSight
- C. Using predictive analytics to optimize the infrastructure
- D. Providing security analysis of HPE firmware

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 43 What is one way that HPE helps customers to make their data center more agile?

- A. The HPE Unified API is an AI-driven engine for helping customers to analyze and optimize their workloads.
- B. HPE InfoSight helps customers to reduce the scripts that they use to provision servers from hundreds of lines to one.
- C. HPE Composable Fabric solutions help customers to gain more visibility into where their data is stored on-prem or in the cloud.
- D. HPE Composable Infrastructure solutions help customers to compose compute and storage for workloads on demand.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/integrated-systems/synergy.html>

QUESTION 44 Which benefit is offered by a traditional on-prem solution?

- A. Access to shared resources that reduces the risk of down-time to an absolute minimum.
- B. The ability to implement strong security measures.
- C. Flexible capacity that offers rapid scalability to meet processing and storage demands.
- D. Capacity adaption that eliminates the need for over-provisioning

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 45

Your mid-sized customer wants to implement an HPE hybrid cloud solution but is worried about the cost. What should you talk about to overcome this objection?

- A. The HPE Business Scholarships program offers smaller businesses a chance to earn extra capital and compete with bigger enterprises.
- B. HPE data analytics determine on a daily basis whether the customer is actually financially at-risk or not.
- C. On a price-per-unit basis, HPE is the most affordable option in the market.
- D. HPE Financial Services help customers find a way to implement a new solution that is within their budget.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/services/financial-services.html

QUESTION 46 What is one distinguishing feature of HPE Pointnext?

- A. It is the research lab where HPE develops the disruptive technologies of tomorrow.
- B. It delivers services that help customers transform their culture, modernize processes, and enhance IT skills.
- C. It provides a wide array of software as a service (SaaS) solutions for customer consumption.
- D. It provides customers with compute, storage, and networking products that are not yet generally available.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2018/11/hpe-pointnext-expands-datacenter-care-services-to-empower-todays-modern-business.html>

QUESTION 47

After hearing about HPE GreenLake, a CIO tells you that he thinks that purchasing hardware is more cost-effective than pay-as-you-go. How should you respond?

- A. Have you done a cost analysis of OpEx versus CapEx to determine which better meets your company's needs?
- B. Have you considered the TCO, which includes the cost of managing and maintaining the over-provisioned equipment?
- C. Would you consider HPE GreenLake if I offered you a discount for the first six months?
- D. Which public cloud are you using because some cloud providers charge a premium when you use extra capacity?

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48 You are trying to uncover an opportunity to sell HPE GreenLake to a customer. Which challenges should you discuss as part of the conversation?

- A. Challenges in helping the company manage a lower than expected growth rate of 2%.
- B. Challenges in maintaining security with an IoT network with printers, thermostats, and other devices.
- C. Challenges in finding time for IT staff to innovate instead of just handling day-to-day tasks.
- D. Challenges in the cultural changes required to embrace the optimization offered by AI.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:



QUESTION 49 Which customer is a good fit for HPE GreenLake?

- A. "To stay within our budget, I want to expand our storage using HDD or even tape. Speed is not an issue, so I don't want flash."
- B. "We need to ensure that our network can keep up with growth, without breaking our budget."
- C. "With the security risks it poses and given the sensitive nature of our data, I don't even want to consider an IoT network."
- D. "Our CIO recently moved most of our workloads to the cloud and added a second cloud provider."

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50 What is one way that HPE helps customers overcome their economic barriers to growth?

- A. by offering special discounts to public cloud services that are financed by HPEFS
- B. by helping customers to liberate capital by replacing investments in under-utilized infrastructure with pay-as-you-go services
- C. by helping companies transition to a more cost effective waterfall application development cycle
- D. by providing advanced AI operations that can replace most of a customer's IT staff

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference: