

QUESTIONS & ANSWERS

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HPE2-E75

Selling HPE Edge-to-Cloud Solutions (2021)

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Question: 91

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

Question: 92

What is a sign that a business is ready to modernize their IT infrastructure?

- A . Executives accept that modernizing the infrastructure will take several years to complete.
- B . The company wants to enhance customers' experience and gather data to uncover insights about customers.
- C . Executives understand the need to automate IT in order to implement new technologies.
- D . IT managers want to maintain control of the IT infrastructure by ensuring that traditional IT processes remain intact.

Answer: C

Question: 93

Why is it important to identify the executive KPIs for a company's initiatives?

- A . You can determine if the company's IT group has the support of the company's top executives.
- B . It helps you determine the exact budget that the company has for the IT project you are proposing.
- C . it helps to reveal the strategic importance of the initiatives to the business.
- D . You can identify if the company has any existing vendor relationships that provide professional services

Answer: B

Question: 94

What did the acquisition of SGI add to the HPE portfolio?

- A . user and entity and behavior analytics
- B . InfoSight predictive analytics
- C . high-performance computing for real-time analytics
- D . metering of IT resource usage

Answer: C

Question: 95

What is one of the subjects that you should discuss in a discovery conversation about hybrid IT opportunities?

- A . the timesince the customer's last network refresh
- B . the customer's data management strategy
- C . the struggles the customer has in securing IoT
- D . how the customer uses open office space

Answer: B

Question: 96

A customer needs to analyze very large amounts of data and has reached a dead-end in increasing the speed of results.

Which HPE- innovation has been proven to accelerate analytic applications such as Spark?

- A . unified API
- B . memory-driven computing
- C . software-defined infrastructure
- D . latest generation processors

Answer: B

Question: 97

What goal does a customer who plans to implement DevOps have?

- A . to develop a more efficient way to use office space
- B . to enhance the operational efficiency of SQL databases
- C . to use unified communications (UC) to help employees collaborate
- D . to make IT more responsive to developers' needs

Answer: D

Question: 98

Which customer initiative suggests an opportunity to discuss HPE solutions forlocation-based mobile services?

- A . driving customer engagement
- B . implementing IoT
- C . providing disaster recovery for a site
- D . increasing database efficiency

Answer: B

Question: 99

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 dataare merging into a single platform.

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

Answer: B

Question: 100

Which key benefit of HPE Synergy helps to distinguish HPE from the competition?

- A . the ability to integrate IoT devices into the network with minimal security risks
- B . the ability to dynamically deploy location-based service apps to customer mobile devices
- C . the ability to support virtualized workloads from leading vendors such as VMware
- D . the ability to independently scale compute and storage resources, and redefine them dynamically

Answer: D

Question: 101

You are meeting with a hybrid IT prospect.

Which topic should you introduce to help you assess whether the customer will be interested in unique consumption models for Hybrid IT?

- A . The customer has already allocated a significant portion of their IT budget to a competing solution.
- B . The customer has a strategy for ingesting data collected from IoT devices and analyzing the data at the core.
- C . The customer wants to shift from a CAPEX model to an OPEX model.
- D . The customer has heard of HPE Synergy and The Machine, and understands why these solutions are so innovative.

Answer: B

Question: 102

According to IDC, what is the attitude of most Global 500 companies toward digital transformation?

- A . They are skeptical that it will provide a return on investment.
- B . They have completed their digital transformation products and are turning their attention to the next trend.
- C . They are committed to it and have formed dedicated digital transformation teams.
- D . They are waiting to see if their competitors are successful in implementing it.

Answer: C

Question: 103

What is one way that HPE is preparing to help customers for a data-driven future?

- A . creating the industry's most comprehensive network of cloud storage providers
- B . moving all analytics from the edge to the core where decisions can be made more quickly
- C . developing in-memory computing that can analyze data at much greater speeds
- D . focusing research efforts on faster processors to meet the needs of future apps

Answer: C

Question: 104

What is one way that HPE powers the Intelligent Edge?

- A . through its investments in processor-driven computing development
- B . by redefining mobile as high quality and secure
- C . by re-designing IoT hardware for security
- D . through its innovative industrial IoT apps

Answer: D

Explanation:

Reference: <https://www.hpe.com/us/en/insights/articles/the-intelligent-edge-what-it-is-what-its-not-and-why-its-useful-1704.html>

Question: 105

What is one way today's apps and data are different from the past?

- A . They live on multiple platforms, from the data center, the cloud, and the network edge.
- B . They are more likely to be coded with proprietary software languages.
- C . They are consolidated in a centralized data center and typically accessed in one way.
- D . They are not expanding as rapidly as they once were, but require more dedicated security.

Answer: A

Question: 106

A customer has a centralized data center and several factories located in different cities across the country. The customer wants to deploy IoT on the factory floors.

What is one benefit of an HPE solution for this customer?

- A . HPE Synergy is optimized for ease of deployment by IT generalists at branch sites.
- B . HPE extends memory-driven computing from the core to the edge.
- C . HPE has developed analytic software specifically designed for the manufacturing vertical.
- D . HPE Machine uses anomaly-based detection to enhance IoT security.

Answer: D

Question: 107

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 understand 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

Question: 108

Which effect will next-gen technologies such as artificial intelligence, machine learning, and augmented reality have on customer spending?

- A . Customers will spend only a small percentage of their budgets on these technologies, which will remain rare for several more years.
- B . Customers will devote little of their data center budgets to these technologies because they will deploy the technologies in the public cloud.
- C . Customers will devote a significant percentage of their data center investments to supporting these technologies.
- D . Customers are spending a significant amount on these technologies now, but will spend significantly less in the future.

Answer: C

Question: 109

Which technology enables next-gen analytic applications to provide real-time results?

- A . in-memory databases
- B . just-in-time processing
- C . hybrid cloud platforms
- D . process-driven computing

Answer: A

Question: 110

What is one way disruptive technologies such as big data and next-gen analytics help protect companies?

- A . They keep data analytics operations safely behind the data center firewall.
- B . They enable sophisticated threat detection all the way to the edge of the network.
- C . They redirect attacks to cloud-based security services environments.
- D . They are resistant to attacks because they have a distributed architecture.

Answer: B

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