

HPE2-E71^{Q&As}

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QUESTION 1

Your customer has an aging infrastructure and tells you that their company is moving to the public cloud. What can you tell the customer about HPE SimpliVity?

- A. Nearly 90% of customers regret moving to the cloud.
- B. Although the could offers a more affordable solution, it does not give customers the control of an on-premises solution.
- C. Hyperconverged systems don\\'t quite match the ease of management the cloud offers, but they provide a lower total cost of ownership.
- D. When compared to cloud solutions, hyperconverged solutions can lower costs up to 55%.

Correct Answer: D

Reference: <https://www.hpe.com/lamerica/en/resources/integrated-systems/simplivity-cost-savings.html>

QUESTION 2

A customer requires a core switch for a large campus network. Which switch would you recommend?

- A. Aruba 8400 Series Switch
- B. Aruba 5400R zl2 Series Switch
- C. Aruba 3810M Series Switch
- D. Aruba 2930M Series Switch

Correct Answer: A

Reference: <https://www.arubanetworks.com/products/networking/switches/8400-series/>

QUESTION 3

Your SMB customer tells you that they do not have the capital to purchase new solutions and their current infrastructure is still working.

Which financial model helps SMBs receive cash back for older HPE equipment?

- A. HPE GreenLake Flex Capacity
- B. HPE Transition Services
- C. HPE Technology Refresh
- D. HPE Subscription

Correct Answer: C

Reference: <https://www.hpe.com/us/en/services/promotions-americas.html>

QUESTION 4

Which question can open the discussion for solutions such as HPE StoreOnce and HPE Nimble Adaptive Flash Arrays with Veeam?

- A. How agile are your DevOps processes?
- B. What level of performance do your databases require?
- C. How virtualized is your environment?
- D. What effects do downtime have on your business?

Correct Answer: C

QUESTION 5

What is one benefit of HPE Financial Services?

- A. It can finance 100% of the solution, including non-HPE products.
- B. It is the only organization that offers equipment recovery and disposal services.
- C. It offers one pay-as-you-go model for SMBs, which other financial institutions often do not accommodate.
- D. It offers interest rates at 1% lower than the prime rate.

Correct Answer: C

QUESTION 6

Which statement reflects the role of business managers in purchasing IT solutions for SMBs?

- A. They are involved in every step of the process and are the primary decision makers in needs assessment and identifying solution options.
- B. They are kept informed of IT's progress in evaluating solutions and then approve the budget for actually purchasing the solutions.
- C. They are consulted in the needs assessment step but do not have a significant role in the remaining steps of the buying process.
- D. They are engaged in the first three steps of the buying process, but do not participate in evaluating and selecting the solution.

Correct Answer: A

QUESTION 7

Which challenge might you face when discussing server solutions with your SMB?

- A. A majority of SMBs do not plan to upgrade their infrastructure over the next two years.
- B. They think "one size fits all," meaning that vendors offer one server that meets the needs of 90% of SMBs.
- C. They are not very concerned about cyber attacks so security is not a top priority for them.
- D. SMBs with few IT resources may be considering public cloud solutions.

Correct Answer: D

QUESTION 8

How do a company's IT requirements change when implementing a hyperconverged solution?

- A. IT specialists are needed to manage the storage, server, and networking components.
- B. IT has a suite of tools to plan and optimize the storage and server components.
- C. An IT generalist can manage the entire hyperconverged solution.
- D. IT can maintain their server and storage siloes while reducing the time it takes to manage them.

Correct Answer: B

QUESTION 9

In what ways are many small to medium-sized customers changing their business strategies in response to new technology trends? (Select two.)

- A. SMBs are placing more millennials in senior management positions due to their familiarity with technology.
- B. SMBs are finding larger companies to partner with who can provide services, such as Artificial Intelligence (AI), that are too complex for SMBs.
- C. SMBs are increasing budgets for the sales and marketing departments to ensure their products are the most visually appealing to younger customers.
- D. SMBs are making digital transformation a key part of their IT strategy and including such projects in their IT budgets.
- E. SMBs are focusing on simple technologies that are often already in place, instead of implementing technologies used by larger enterprises.

Correct Answer: DE

QUESTION 10

Your customer is looking for a flash storage solution that enables them to move data between on-premises arrays and

the cloud. Which HPE storage solution would you recommend?

- A. HPE MSA
- B. HPE Nimble
- C. HPE StoreVirtual
- D. HPE StoreEasy

Correct Answer: B

Reference: https://www.hpe.com/emea_europe/en/storage/nimble.html

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