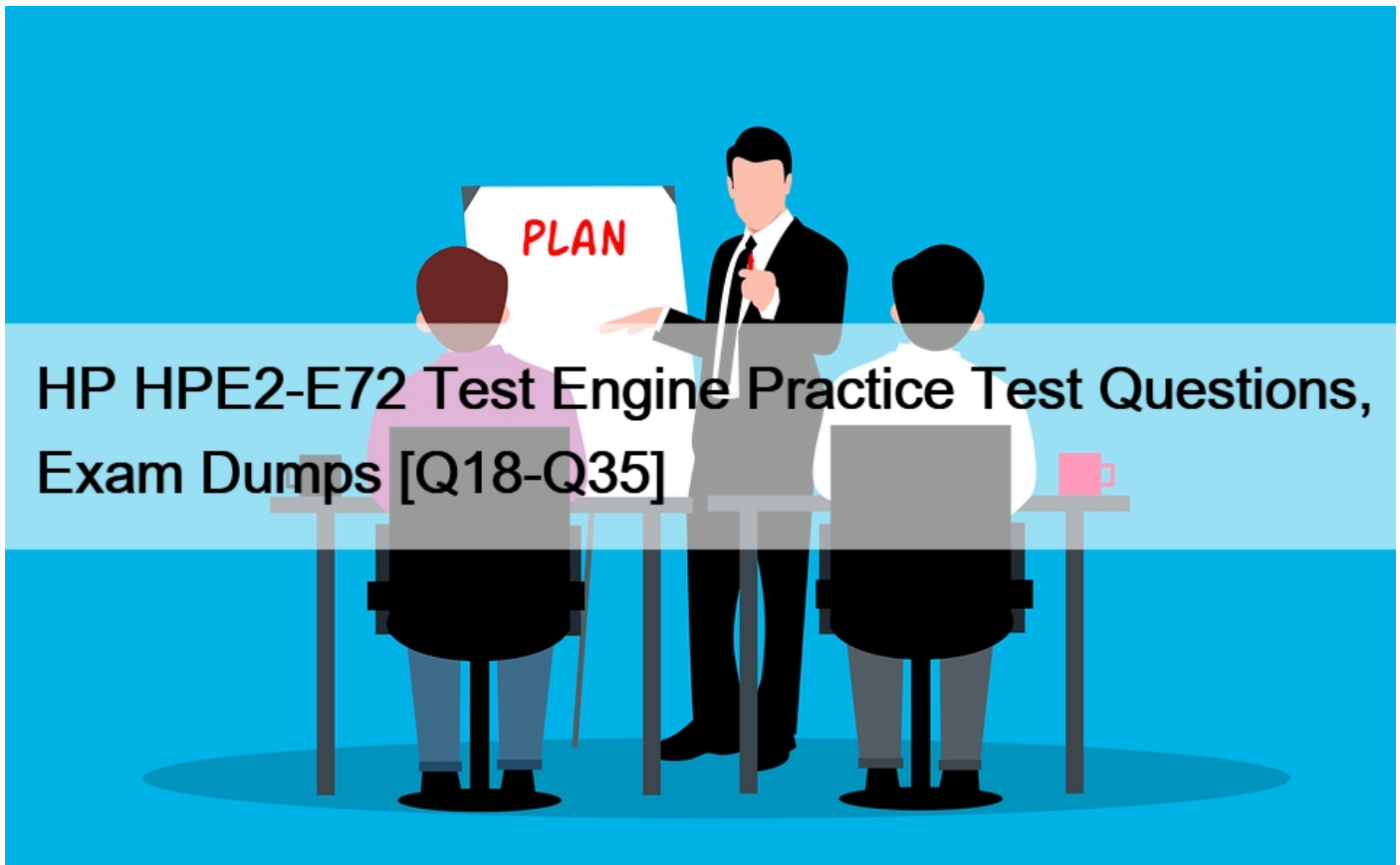


HP HPE2-E72 Test Engine Practice Test Questions, Exam Dumps [Q18-Q35]



HP HPE2-E72 Test Engine Practice Test Questions, Exam Dumps
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HP HPE2-E72 Exam Syllabus Topics:

TopicDetailsTopic 1- Use appropriate discovery questions to uncover customers' needs for intelligent storage- Explain how customers are changing the way they pay for IT and consume services to achieve their desired business outcomesTopic 2- Identify customer characteristics that indicate an HPE Intelligent Data Platform opportunity- Explain the challenges customers face in completing their digital transformationTopic 3- Describe the technologies companies are using to complete their digital transformation- Engage your customers with a value-oriented approach and the business value frameworkTopic 4 - Identify customer characteristics that indicate an opportunity for HPE GreenLake- Qualify customers for HPE Intelligent Data Platform based on their business driversTopic 5- Describe the business value of HPE Intelligent Data Platform- Qualify customers for HPE GreenLake based on their business driversTopic 6- Identify and overcome barriers and objections by recognizing HPE's key differentiators in software-defined solutions for Hybrid IT- Identify and overcome barriers and objections by recognizing key differentiators with HPE GreenLakeTopic 7- Explain why your customers should trust HPE with providing hybrid cloud solutions- Overcome objections by recognizing HPE's key differentiators for intelligent storage Topic 8- Qualify customers for HPE software-defined solutions based on their business drivers- Describe the business value of HPE hybrid cloud solutions

NEW QUESTION 18

Which correctly describes how customers are using public cloud today?

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

Reference:

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

NEW QUESTION 19

What is one benefit of the HPE GreenLake workloads?

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

Reference:

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

NEW QUESTION 20

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

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

NEW QUESTION 21

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

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

NEW QUESTION 22

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

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

NEW QUESTION 23

What is guideline for tailoring the conversation to CEOs?

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

NEW QUESTION 24

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- * OneView includes a cloud metering component that helps customers reduce their public cloud spending.

Reference:

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

NEW QUESTION 25

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?

- * With HPE GreenLake, the costs will be the same every month, so customers can better plan their OpEx spending.
- * HPE GreenLake provides sophisticated metering, which gives customers complete transparency into costs.
- * 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.
- * With HPE GreenLake, customers are notified if their costs increase more than 5% month over month.

Section: (none)

Explanation

NEW QUESTION 26

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

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

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

NEW QUESTION 27

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

- * HPE provides separate, dedicated infrastructure solutions for storage, compute, and networking so that each solution is optimized for its function.
- * HPE provides all the automation tools that customers might require so that customers can eliminate existing tools and reduce costs.

- * HPE gives customers a choice of how they deploy workloads on the infrastructure, whether on bare metal, virtualized, or in containers.
- * HPE composable infrastructure solutions do not include an API so that customers can choose their own preferred API for programming the solution.

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

NEW QUESTION 28

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

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

NEW QUESTION 29

What is an accurate trend in how companies procure infrastructure?

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

NEW QUESTION 30

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

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

NEW QUESTION 31

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

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

NEW QUESTION 32

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

- * Flat growth
- * Increased price competition
- * Inefficient workflows for line of business
- * Long procurement cycles

NEW QUESTION 33

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

- * BlueData is primarily a consultant for managing data protection and recovery, and HPE Pointnext is adding services in these

- areas.
- * With the addition of BlueData, a leading hardware provider for supercomputing, HPE can offer customers a more extensive HPC portfolio.
 - * Customers can obtain the BlueData software platform, designed to simplify the deployment of artificial intelligence (AI), on density-optimized HPE Apollo servers.
 - * HPE has added BlueData's AI-based algorithms for deduplication and compression to make HPE storage solutions more efficient.

Reference:

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

NEW QUESTION 34

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?

- * The Primera 630 system offloads most of the customer's data to HPE StoreOnce Catalyst, making upgrades unlikely to be necessary.
- * The Primera 630 system is the largest capacity solution that HPE offers, so the need for a future upgrade is unlikely.
- * 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.
- * The Timeless Service for the Primera 630 system will permit a free upgrade to a larger scale Primera system in the future.

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

NEW QUESTION 35

What is a use case for Microsoft Azure Private Cloud?

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

Reference:

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

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<https://www.exams4sures.com/HP/HPE2-E72-practice-exam-dumps.html>