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HP HPE2-E75

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QUESTION NO: 1

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge
- B. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- C. increasing marketing budgets for server, storage, and hyperconverged products
- D. making strategic acquisitions that enable them to deliver complete solutions
- E. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

ANSWER: A D

QUESTION NO: 2

Which domains are part of the HPE strategy? (Select two)

- A. Commercial IoT
- B. Intelligent Edge
- C. Branch Office and Campus Networking
- D. Wide Area Networking
- E. Machine Learning
- F. Hybrid IT

ANSWER: B F

QUESTION NO: 3

Which steps is HPE taking to build their portfolio and accelerate their strategy? (Select two.)

- A. decreasing the number of partnerships in order to focus on opportunities with top 10 industry leaders
- B. increasing marketing budgets for server, storage, and hyperconverged products
- C. inventing new technologies for HPE Hybrid IT and HPE Intelligent Edge

- D. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions
- E. making strategic acquisitions that enable them to deliver complete solutions

ANSWER: C D

QUESTION NO: 4

Which challenge do companies face as they try to find the right consumption model for them?

- A. Companies often do not understand the advantages of CAPEX funding models.
- B. Changing the consumption model requires IT to move resources from on-premises to the cloud.
- C. When companies change the consumption model, overall costs might increase for the first year.
- D. IT, financial, and department executives must collaborate to determine the best model.

ANSWER: D

QUESTION NO: 5

A customer is considering an HPE HPC solution. Which proof point could you share to highlight HPE benefits in this area?

- A. HPE HPC helped a customer with an open office environment achieve higher productivity for their employees on mobile devices.
- B. HPE HPC helped a global retailer with many branches develop a wayfinding application for their customers' mobile devices.
- C. HPE HPC helped a chemical global research company reduce computer simulations and modeling times from months to days.
- D. HPE HPC helped an animation studio migrate from traditional IT to public cloud.

ANSWER: A

QUESTION NO: 6

The need for greater agility is creating a need for a new role for IT. What is one way that IT's role is changing?

- A. IT provides a competitive advantage for the company.

- B. IT needs to plan more extensively before making any changes.
- C. IT now makes most purchasing decisions on its own.
- D. IT plays a supportive role in the background.

ANSWER: A

QUESTION NO: 7

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

QUESTION NO: 8

A customer tells you they want to modernize IT. Which characteristic indicates a potential HPE Intelligent Edge customer?

- A. The customer wants to modernize IT operations.
- B. The customer wants to modernize applications.
- C. The customer wants to modernize mobile endpoints.
- D. The customer wants to modernize the data center.

ANSWER: C