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HP HPE2-E74

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QUESTION NO: 1

What is a critical challenge for many SMBs, which HPE Pointnext Services can help to address?

- A. Difficulty shifting from containerized to virtualized environments
- B. Difficulty understanding that digital transformation is a priority
- C. Difficulty getting Line of Business (LOB) employees to accept cloud services
- D. Difficulty implementing and customizing new technologies

ANSWER: D

QUESTION NO: 2

You are proposing Aruba ESP (Edge Services Platform) to a medium-sized company. What should you emphasize about the IT operational values of Aruba ESP?

- A. Aruba ESP is one-size-fits-all, providing a plug-and-play solution that requires no configuration.
- B. Aruba ESP is tunable, enabling IT to choose many different settings for a broad array of features.
- C. Aruba ESP is specialized, giving each IT team its own optimized tool for managing the network.
- D. Aruba ESP is automated, reducing manual input, saving time, and reducing risk.

ANSWER: D

QUESTION NO: 3

How can HPE SimpliVity help customers to reduce data center costs?

- A. Customers can spend less time managing backups and have fewer needs for outside consultants.
- B. Customers can reduce overprovisioning and consolidate bare metal and virtualized workloads on one platform.
- C. Customers can optimize costs as they scale SimpliVity clusters by adding extension storage arrays.
- D. Customers can eliminate expensive VMware or Hyper-V licensing because SimpliVity provides its own virtualization layer.

ANSWER: B

QUESTION NO: 4

What is one business driver that can make a customer a good candidate for HPE SimpliVity solutions?

- A. The customer wants to modernize outdated infrastructure and reduce risks of lost data.
- B. The customer has unpredictable workloads that require the customer to scale storage and compute separately.
- C. The customer wants to better manage spending across private and public clouds.
- D. The customer wants to simplify management for the company's existing HPE ProLiant servers.

ANSWER: D

QUESTION NO: 5

You are proposing an HPE SimpliVity solution to a customer, and the customer objects that SimpliVity is expensive. What are two functions that you can explain

SimpliVity includes, enabling the customer to avoid purchasing additional solutions?

- A. Container orchestration; next-generation firewall
- B. Backup and data recovery; container orchestration
- C. Next-generation firewall; WAN optimization
- D. Backup and data recovery; WAN optimization

ANSWER: D