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Exam Code: HPE2-E69

Exam Name: Selling HPE Hybrid IT, Intelligent Edge, and Services

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QUESTION 1

Which business sector is an ideal target for HPE Intelligent Edge solutions that help to transform the customer experience?

- A. government
- B. manufacturing
- C. shipping
- D. hospitality

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

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 2

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

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

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

You are meeting with a customer who is considering a VDI solution. Which customer characteristic indicates that an HPE hosted desktop solution could meet the customer's need better than traditional VDI?

- A. IT wants to deploy virtual desktop environments directly from VMware.
- B. Users need to run demanding, graphics-intensive applications.
- C. It has an initiative to centralize and consolidate desktop management.

D. The customer prefers applications virtualization to VDI.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

What is one way that HPE makes hybrid IT simple?

- A. by replacing the customer's mix of public and private cloud services with one-size-fits-all HPE managed cloud
- B. by providing Composable Infrastructure resources that are over-provisioned for the application to which they are dedicated
- C. by delivering the right mix of consumption models, platforms, and processes for the customer's unique needs
- D. by eliminating cloud system and moving customers to the reliable traditional IT infrastructure they need

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: http://hpe-spotlight.at/pdf/talks2018/3ZS_Six.pdf



QUESTION 5

What is one trend that drives the need for HPE Intelligent Edge solutions?

- A. the need to shift from a CAPEX to an OPEX funding model
- B. a more cautious approach to as-a-service solutions
- C. a workforce that is much more mobile and collaborative
- D. demands for more rapid provisioning of applications

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE ProLiant Gen10
- B. HPE Nimble
- C. HPE SGI
- D. HPE Synergy

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: https://h22168.www2.hpe.com/docs/vmware/vmworld/PB03328BUS_PatelMacarrilla.pptx

QUESTION 7

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

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



Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8

Which competitive advantage did HPE strengthen with acquisition of SGI?

- A. its leading position in the high performance computing (HPC) market
- B. its domination of the modern, mobility-first networking space
- C. its place at the forefront of mid-to-large scale object storage platforms
- D. its broad range of all flash and hybrid flash storage solutions

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://news.hpe.com/hewlett-packard-enterprise-to-acquire-sqi-to-extend-leadership-in-high-growth-biq-data-analytics-and-high-performance-computing/>

QUESTION 9

You have identified a hybrid IT prospect. Which discovery question can you use to open the conversation?

- A. Are you worried about the security risks of IoT devices?
- B. How are you attracting talented workers with an innovative office space?
- C. How are you changing your data center in response to digital disruption?
- D. Are you ready to move away from the cloud and back to a traditional data center?

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:



QUESTION 10

A customer is concerned about security and compliance with regulations. Which benefit does an HPE hosted desktop solution provide?

- A. It automatically deploys patches to all desktops at the network edge.
- B. It ensures that all data remains securely in the data center.
- C. It includes security monitoring as a service as part of the solution.
- D. It embeds a silicon root of trust in every desktop.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

You are discussing a customer's data center strategy, and the customer mentions that developers have started to use Docker. What does this indicate about the opportunity?

- A. This customer could be a good prospect for the HPE Hybrid IT solutions, but you must convince decision makers that Docker is not a good choice for them.
- B. This customer could be a good prospect for the HPE Intelligent Edge solutions, which integrate Docker intelligence into location-based services.
- C. This customer could be a good prospect for the HPE Hybrid IT solutions, which can synchronize infrastructure automation with Docker automation.
- D. This customer could be a good prospect for the HPE Intelligent Edge solutions, which accelerate the analysis of data collected at the edge and imported into Docker.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

What is a distinctive benefit of IT as a Service (ITaaS) versus other consumption models?

- A. Customers have the choice of using CAPEX or OPEX as the funding model.
- B. Customers use a flexible CAPEX funding model.
- C. Customers amortize on-premises assets, reducing their value gradually over time.
- D. Customers pay as they go for the IT resources and services need.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/solutions/itaas.html

QUESTION 13

What is a benefit of completing as much of the Business Value Framework as possible before, and during, your meeting with customers?

- A. You can immediately begin to executive about the products that are most relevant to the company.
- B. It guarantees that upper management in the company will accept your proposed solution.
- C. You can create list of KPIs, which you can then propose to executives at the company.
- D. You will be prepared to discuss the measurable business outcomes that matter to your customers.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 14

Why is it important to meet with other influential decision makers in a company?

- A. As more companies move to public cloud, the IT manager role is no longer involved in IT purchases.
- B. Your credibility increases when you are able to converse effectively with leaders in business, finance, and technical roles.
- C. Because most companies are moving from an OPEX to a CAPEX funding model, top executives need to approve large purchases associated with IT projects.
- D. It allows you to present technical information about products to executives outside of IT.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:



QUESTION 15

Which acquisition adds advanced data management capabilities for hyperconverged data centers?

- A. SimpliVity
- B. Cloud Cruiser
- C. Aruba
- D. Niara

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/simplivity.html

QUESTION 16

Why should HPE partners understand the advantages that HPE Financial Services offer?

- A. By 2021 a majority of IT expenditures will be based on pay-as-you-go and pay-per use models
- B. By 2018 a majority of companies will increase their IT budgets by 25%.
- C. In 2017 a majority of companies moved their services from private cloud to public cloud.
- D. By 2019 a majority of companies will be using leasing options.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

Which level of adoption has DevOps reached?

- A. DevOps remains a hot topic, but fewer than 10% of customers are actually implementing DevOps.
- B. Over 80% of enterprises have adopted DevOps, and most now want to move to a different approach.
- C. About a quarter of enterprises have adopted DevOps, and most enterprises have decided to take a different approach
- D. Half of enterprises have adopted DevOps, and another third plan to do so in the near future.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

What is a good indication of a sales opportunity for an Aruba Mobile First Network?

- A. Developers need to accelerate their development cycles for mobile apps.
- B. IT is struggling to keep up with the amount of data that the business is generating
- C. Clients are asking for services that the business does not currently offer.
- D. The customer needs to streamline the onboarding process for personal devices.

Correct Answer: B

Section: (none)

Explanation**Explanation/Reference:****QUESTION 19**

How does HPE Flexible Capacity benefit customers?

- A. Its on-premises-only workload deployment strategy saves them the expense of deploying workloads off premises
- B. It allows them to meet their anticipated OPEX needs by prepaying for capacity at discounted prices.
- C. It allows them to have the infrastructure capacity that they need but pay only for what they use.
- D. It provides a public cloud solution, allowing them to migrate their services to an easily accessible cloud.

Correct Answer: A

Section: (none)

Explanation**Explanation/Reference:**

Reference: <https://h20195.www2.hpe.com/v2/GetPDF.aspx/4AA6-8161EEW.pdf>

QUESTION 20

Which question can help you uncover a customer's desired business outcomes?

- A. Which areas of your business are overperforming and underperforming?
- B. Which IT solution do you think would deliver the most value to your business?
- C. What kind of a return on investment do you expect for your IT projects?
- D. How will you fund your company's digital transformation?

Correct Answer: A

Section: (none)

Explanation**Explanation/Reference:****QUESTION 21**

Which steps is HPE taking to build their portfolio and accelerate their strategy?

- A. focusing on HPE Hybrid IT and de-emphasizing Mobile First Wireless solutions

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

Which customer characteristic indicates that the customer could be a target for HPE Hybrid IT solutions?

- A. The customer needs to control access for both mobile and traditional users.
- B. The customer is looking to automate their data center bit is not interested in expanding to cloud.
- C. The customer needs to deploy IoT devices in a secure manner.
- D. The customer is not interested in IoT, but does want to support BYOD.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23

A customer mentions that employees are using hot-desk workspaces. What should you ask?

- A. Ask how the customer is managing desktop sharing to qualify the customer for an HPE-hosted solution.
- B. Ask how the customer is aligning employee needs with IT operations to an HPE Hybrid IT solution.
- C. Ask how the customer is monitoring desktop utilization to qualify the customer for an Aruba User and Entity Behavior Analytics (UEBA) solution.
- D. Ask how the customer is developing intelligent workspace to qualify the customer for an HPE cloud-based development platform.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:**QUESTION 24**

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

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:**QUESTION 25**

Which customer initiative suggests an opportunity to discuss HPE solutions to keep the network secure?

- A. implementing IoT
- B. gaining real-time insight from archived data
- C. tracking workspace utilization
- D. driving customer engagement

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/insiqhts/articles/how-to-secure-the-intelligent-edge-1704.html>

QUESTION 26

Which customer initiative suggests an opportunity to discuss HPE solutions for location-based services?

- A. implementing IoT

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

What is one benefit of the private cloud model?

- A. It offers more scalability than public cloud.
- B. It enables self-service provisioning within the customer's IT infrastructure
- C. It removes the need for making capital expenditures in the data center.
- D. It requires fewer IT resources than public cloud.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

A customer is interested in open source cloud technologies. What should you tell the customer about HPE Hybrid IT solutions?

- A. HPE recommends against open source-based solutions because they tend to lock customers in.
- B. HPE recommends open source approaches only for customers who need to integrate with Amazon Web Services (AWS)
- C. HPE has years of expertise in proprietary cloud technologies, which are better fit for most customers.
- D. HPE has extensive partnerships with open source projects such as OpenStack and Cloud Foundry.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference: