

QUESTIONS & ANSWERS

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HP

HPE2-E65

Selling HPE Enterprise Solutions

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QUESTION: 79

A customer in using the DevOps model to agile development. What advantage does HPE networking provided for customers that use this model?

- A. The ability to rapidly provision the network so companies can run and test applications.
- B. A single-vendor networking model that supports specific proprietary development technologies.
- C. A stringent application-deployment framework so companies can enforce uniformity.
- D. Access to restful APIs on every switch and router series.

Answer: A

QUESTION: 80

What value does Hewlett Packard Enterprise bring to customers who fit in the Project Your Digital Enterprise Transformation Area?

- A. Real-Time analytics based on structured and non-structured data.
- B. Reduced costs of maintaining security on a traditional network.
- C. Just-in-time access and applications for the mobile workforce.
- D. Proactive security for the network, business data, and interactions across any location or device.

Answer: D

QUESTION: 81

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

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

Answer: D

QUESTION: 82

What is one competitive advantage that Hewlett Packard Enterprise (HPE) has in providing data-protection solutions?

- A. HPE is the only vendor providing internal-perimeter protection solutions.
- B. HPE bundles anti-virus detection tools with all of its server solutions.
- C. HPE provides subscription-based security products so customers don't have to deal with time-consuming upgrades.
- D. HPE leads the industry in providing innovative Software-Defined Networking (SDN) solutions.

Answer: D

QUESTION: 83

What are the characteristics of public cloud services?

- A. Can be deployed on the customer premise or off.
- B. Shared ownership and administration between the company and a third party.
- C. The cloud resources are dedicated to the company.
- D. Own and operated by a third-party provider, services shared by multiple tenants.

Answer: D

QUESTION: 84

Which HPE solution family is designed to meet the need for Big Data and high performance computing (HPC)?

- A. HPE Apollo
- B. HPE Moonshot
- C. HPE ProLiant
- D. HPE Integrity

Answer: A

QUESTION: 85

Which customer needs to improve their data protection?

- A. We cannot analyze our data quickly enough to use it as a strategic advantage
- B. Users complain because it takes so long to roll out new applications and they don't have access to the applications they need
- C. Users at remote offices are complaining because they cannot access the data they need at the main office
- D. We are using several backup products at our remote offices and don't know if all our data is being backed

Answer: D



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