

HPE Sales Certified HPE2-E55

Introduction to Selling HPE Products, Solutions and Services

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Version: 8.0

Question: 1

When talking with HPE customers about other HPE solutions what can indicate an opportunity for HPE storage?

- A. questions about pay-as-you-go financing
- B. concerns about unified wired and wireless access
- C. concerns about managing and protecting data
- D. questions about implementing hybrid IT

Answer: C

Question: 2

Which guideline should you follow for discussing services with customers?

- A. Link the services to business goals early in the sales cycle
- B. Discuss services only with IT decision makers because the discussion is too technical for other decision makers.
- C. Avoid bringing up services until after the customer has committed to the HPE solution
- D. Refer the customer to HPE Pointnext but avoid a detailed discussion yourself

Answer: A

Question: 3

Which descriptions apply to the HPE ProLiant DL360 Gen10 Server? (Select two..

- A. four-processor server
- B. tower server
- C. one-processor server
- D. 1U dense server
- E. two-processor server

Answer: DE

Question: 4

Which business challenge does Aruba ClientMatch solve?

- A. Devices are slow to connect to their data and files stored on the corporate cloud
- B. Servers are difficult to install and require constant ongoing operations to manage
- C. Mobile apps take up too much bandwidth, resulting in poor performance for many users
- D. Wi-Fi is slow because clients stick to one AP despite changes in signal strength and area density.

Answer: D

Question: 5

In terms of market position, what is one characteristic that makes HPE storage solutions so compelling?

- A. HPE ships the most storage solutions worldwide.
- B. HPE is the only company that has replaced all traditional storage solutions with completely converged and software-defined options.
- C. HPE is the entry storage market leader
- D. HPE offers the number three ranked midrange array and is number two in server worldwide shipments and revenue

Answer: C

Question: 6

How does using HPE Financial Services enable customers to get the infrastructure they need?

- A. It gives customers access to advice from experts at global IT research firms.
- B. Customers can upgrade their hardware more frequently to keep up with demands and new technologies.
- C. Their purchases are guaranteed to be delivered within 48 hours of placing an order.
- D. It simplifies the purchasing process because the customer's purchasing department no longer needs to be involved.

Answer: B

Question: 7

Which solution provides cloud-based networking management for small- to medium-sized businesses?

- A. HPE Altoline
- B. Aruba ClearPass
- C. Aruba Central
- D. HPE OfficeConnect

Answer: C

Question: 8

What is a key distinguishing feature of HPE MSA 2052 solutions?

- A. wide array of individually purchased software options
- B. cloud-based management
- C. predictive analytics

D. all-inclusive storage software suites

Answer: D

Question: 9

Which storage solution is a good fit for a customer who is ready to take their first steps into flash but prefers traditional SAN?

- A. HPE StoreEasy
- B. HPE MSA
- C. HPE Nimble
- D. HPE SimpliVity

Answer: B

Question: 10

Which keywords should you listen for to identify an opportunity for Nimble solutions?

- A. storage networking
- B. virtualization pooling appliance-free
- C. uses DAS, needs room for growth
- D. flash performance, advanced data management

Answer: D

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