

HP ExpertONE HPE2-E67

HPE IT Business Conversations

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Questions**

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Question: 1

As a sales person, what should you focus on first when engaging with any customer?

- A. business needs
- B. infrastructure needs
- C. service needs
- D. hardware needs

Answer: A

Question: 2

Which new IT consumption model allows customers to reduce the risk of over-provisioning with a penalty-tree, built-in scale down option and allows them to create additional capacity by aligning usage to cost?

- A. HPE Flexible Capacity
- B. HPE Subscription for Servers
- C. HPE Pre-Provisioning
- D. HPE Flexible Asset Return for Servers
- E. HPE Accelerated Migration

Answer: D

Reference: http://www8.hp.com/us/en/hp-financial-services/solutions/it_consumption_models.html

Question: 3

What are devices such as WiFi-enabled thermostats, light switches, and garage door openers categorized as?

- A. the Internet of Things
- B. digital disruptors
- C. cloud
- D. BYOD

Answer: D

Question: 4

How does an Aruba solution help customers attract and retain the most qualified employees?

- A. It provides automation tools that enable a DevOps approach to software development.
- B. It allows employees to work on devices of their choice wherever they roam.
- C. It provides a single self-service portal for cloud services, which employees can easily access on their mobile devices
- D. It provides resiliency for wired connections to ensure that employees never have to use distracting mobile devices.

Answer: B

Question: 5

The growth rate for cloud computing is on the rise. Your client suggests to you that they intend to spend 75% of their budget on building a private cloud infrastructure. How does this compare to the industry average?

- A. 75% is considerably higher than the industry average of 30% spent on private cloud infrastructure.
- B. 75% is typically the number allocated to all cloud infrastructure, not just private.
- C. 75% is lower than the trend because most companies are buying private cloud infrastructure rather than traditional systems as they refresh their data center.
- D. 75% is the trending allocation because most companies are buying private cloud infrastructure rather than traditional systems as they refresh their data center.

Answer: B

Question: 6

What do customers get when they purchase HPE Foundation Care?

- A. help with keeping hybrid infrastructure running
- B. help to better operate their current infrastructure and evolve to hybrid IT
- C. assistance from the best experts if an issue arises
- D. assigned resources to help maximize performance

Answer: B

Question: 7

What aspect of TCO is related to one-time acquisition costs related to a solution?

- A. management costs
- B. training
- C. OPEX
- D. CAPEX

Answer: B

Question: 8

When talking with customers, what is the most important byproduct of discovery Question?

- A. uncovering who the competition is
- B. uncovering the customer's issues and desired business outcomes
- C. uncovering the customer's organizational structure and decision makers
- D. uncovering industry trends

Answer: B

Question: 9

According to the Deloitte University Press, what separates digital leaders from other companies?

- A. upper management buy-in for implementing the latest technology
- B. a clear demarcation between development and operations teams
- C. the patience to wait for IT to take the time to roll out applications in a timely manner
- D. a clear digital strategy

Answer: D

Question: 10

What is most important to validate throughout the sales cycle?

- A. that the solution continues to be tied to the customer's strategic initiatives
- B. that the salesperson is continuing to beat the competition
- C. that the customer continues to understand the products' technical specifications
- D. that the solution continues to be within budget constraints

Answer: D

Question: 11

What is one benefit to you for using HPE Financial Services?

- A. You can help customer close the gaps in their IT capabilities.
- B. You can give customers a choice of buy, lease, or outsource payment models.
- C. You can increase the size of your customer orders.
- D. You can encourage customers to shift from an OPEX to a CAPEX consumption model.

Answer: A

Question: 12

Given the trend in IT spending, which is the most productive conversation that you can have with c-level executives?

- A. a conversation about the dangers of mobility and BYOD
- B. a conversation about business and financial concerns and goals
- C. a conversation about the terminology related to hybrid infrastructure
- D. a conversation about the importance of DevOps

Answer: D

Question: 13

What was the state of the hyper converged market in 2016?

- A. Adoption of hyper converged infrastructure steadily increased. About a third of companies had such solutions, and another third planned to deploy them within two years.
- B. Interest in adoption slowed with fewer customers deploying or planning to deploy hyper converged solutions in 2016 than did 50 in 2015.
- C. Interest increased but remained relatively low, growing from 5 percent to 20 percent of enterprises planning to deploy hyper converged solutions within two years.
- D. The market reached near saturation, Over 90 percent of companies had already implemented hyper converged solutions.

Answer: A

Question: 14

A customer is focused on reducing operating costs. What benefit of adopting an HPE hybrid infrastructure should you emphasize?

- A. the nature of public cloud as a CAPEX-based resource
- B. the automation of many maintenance and provisioning tasks
- C. the shift to a CAPEX-based funding model with HPE Flexible Capacity
- D. the ability to leverage existing infrastructure

Answer: D

Question: 15

What are advantages of clients using private cloud solutions? (Select three.)

- A. reduced staffing needs
- B. ability to maintain control of the infrastructure
- C. reduced security concerns
- D. reduced complexity
- E. ability to maintain data sovereignty

Answer: B,C,D

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