

HP

Exam HPE2-E55

Introduction to Selling HPE Products, Solutions and Services

Version: Demo

[Total Questions: 10]

Question No : 1

Which system tuning enhancement does Gen 10 offer?

- A. better utilization of CPU cores
- B. software-defined security to immediately delete and stop processing of suspicious traffic
- C. traffic forwarding on Least-congested network path
- D. quality of service assignments to prioritize critical traffic

Answer: A

Question No : 2

Which need indicates a customer who would benefit from HPE StoreEasy?

- A. The customer needs native backup and recovery for hyperconverged solutions.
- B. The customer's employees need to easily share files across multiple platforms.
- C. The customer needs to standardize data backups across remote and branch offices
- D. The customer's IT staff needs an easier way to manage SAN solutions.

Answer: B

Question No : 3

What is a typical use case for an HPE simpliVity solution?

- A. entry-level SAN for a customer that has outgrown DAS
- B. efficient storage for a highly virtualized environment
- C. low-cost data archival for regulatory compliance
- D. high-speed backup and recovery for business-critical disaster recovery

Answer: D

Question No : 4

What is one networking challenge that small- to medium-sized customers struggle with in terms of simplicity?

- A. Customers struggle to afford the many add-ons and third-party solutions that are required to streamline operations, add automation, and reduce IT workloads.
- B. Customers must double or triple in size to stay competitive in today's IT landscape, but they do not have the performance capabilities to achieve this growth.
- C. Customers do not have the knowledge or technology to stop users from connecting to the corporate network with their multiple personal devices.
- D. Customers have manual, static networking environments that are time-consuming and challenging for their limited IT staff.

Answer: D

Question No : 5

As Unified Communication (UC) and Bring Your Own Device (BYOD) solutions become increasingly critical, which challenges do they present to businesses?

- A. The solutions are more secure than traditional alternatives but tend to be less flexible.
- B. Users have difficulty using video and chat apps with other employees because too many personal devices are incompatible with one another
- C. The solutions require increased bandwidth faster connectivity and more IT resources to control the devices and apps
- D. Employees are demanding that the company provide them with a mobile phone, a tablet, and a laptop to help them be more productive

Answer: C

Question No : 6

What is one way the Nimble Storage Predictive Cloud Platform addresses customers' data integrity and security concerns?

- A. It provides infoSight for predictive analytics with machine learning.
- B. It provides Veeam for consolidated file sharing for block-based SANs.
- C. It provides StoreOnce, which uses the cloud to reduce the backup data footprint by 20 times
- D. It provides All Flash Arrays, which can easily add storage capacity to ProLiant rack servers

Answer: A

Explanation: <https://community.hpe.com/t5/Around-the-Storage-Block/Who-Could-ve->

Predicted-the-Nimble-Storage-Flash-Acquisition/ba-p/6945872#.WsMkFIhubIU

Question No : 7

What is a key distinguishing benefit of Aruba wired solutions compared to the competition?

- A. Customers get TCO savings from an industry-leading warranty, world class support, and licensing simplicity
- B. Customers receive memory-based computing solutions for big data and other demanding analytic applications at the core
- C. All Aruba switches come with Smart Rate ports and support for VSF build-in.
- D. Plug-and-play solutions give customers easy administration without the need for experienced IT professionals or additional management tools

Answer: A

Question No : 8

How can HPE Financial Services benefit small- and medium-sized businesses?

- A. It offers consulting fees that are equal to or less than bank consulting fees.
- B. It eliminates the need to comply with financial regulations that govern banking institutes
- C. It requires companies to increase their IT budget
- D. It helps companies find the best consumption model to support their needs

Answer: D

Question No : 9

What is a good way to describe the benefits of Aruba Instant APs to a customer?

- A. modern operating systems that bring intelligence and automation to the core, with full programmability and embedded network analytics
- B. intuitive and cost-effective 802.11ac Wave 1 wireless solutions that are simple to set up and manage using a mobile app
- C. powerful, deep packet-inspection engines that enable IT and admins to identify, block, and quarantine unwanted mobile applications and devices
- D. simply powerful, and cost-effective turnkey Wi-Fi solutions that deliver enterprise-grade

Wi-Fi capabilities without requiring onsite IT expertise

Answer: D

Question No : 10

Which server should you recommend for cost-conscious customers who have a low-density virtualization environment?

- A. HPE ProLiant DL580 Gen9
- B. HPE ProLiant DL560 Gen 10
- C. HPE MicroServer Gen10
- D. HPE ProLiant ML110Gen10

Answer: D