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**Exam** : **HPE2-E70**

**Title** : Selling the Value of HPE  
Hybrid IT Solutions

**Vendor** : HP

**Version** : DEMO

**NO.1** What common trend is pushing customers toward intelligent storage solutions such as HPE storage?

- A. the increasing volume of data
- B. the shortage of storage capacity in public clouds
- C. the increasing cost of flash storage
- D. the increasing IT expertise level in developers

**Answer:** A

**NO.2** You explain that HPE OneView and HPE infrastructure support a unified API, and the customer asks what that means to the business. What should explain?

- A. The HPE Unified API provides customers a single interface for their multi-cloud environment, giving customer more control and visibility into workloads.
- B. The HPE Unified API transforms legacy rack servers into hyper converged servers, which provide built-in data protection for the customer's valuable data.
- C. The HPE Unified API consolidate all warranty and support information about the customer's solution into a single interface, reducing management time.
- D. The HPE Unified API enables customer to integrate third-party automation tools and provision infrastructure in one code, simplifying and accelerating IT.

**Answer:** D

**NO.3** Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be. Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

- A. Hybrid cloud solutions
- B. Everything as a Service solutions
- C. Software-defined solutions
- D. Intelligent storage solutions

**Answer:** D

Explanation:

Intelligent storage is a storage system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data.

**NO.4** You have qualified a customer for an intelligent storage solution. What is a topic that you should discuss in order to position the correct storage solution?

- A. IT staff's attitude toward AI and machine learning
- B. users' preference for complex or simple solutions
- C. the customer's size in terms of employees and income
- D. the advanced features required to support the business

**Answer:** C

**NO.5** Your customer needs the highest level of availability and resiliency with scaleout performance to meet service level agreements (SLAs). Which HPE solution should you suggest?

- A. HPE StoreOnce

- B. HPE Nimble
- C. HPE MSA
- D. HPE 3PAR

**Answer:** D

**NO.6** What is the key distinguishing feature that both HPE Nimble and HPE 3PAR offer?

- A. They both provide the highest levels of availability, including for disaster recovery.
- B. They include the industry's first Memory-Driven Flash with storage class memory (SCM) and NVMe.
- C. They use a Data Virtualization Platform to improve the efficiency of data storage, backup, replication, and restore operations.
- D. They are both deployed as part of a hyperconverged solution with built in data protection.

**Answer:** A

**NO.7** What is an IT trend that is driving customers to focus on digital transformation?

- A. need for fixed server, storage, and network components
- B. pressure to speed their time to market and time to value
- C. increased budgets to invest in IT projects
- D. moving everything to cloud to improve IT performance

**Answer:** C

**NO.8** What is the way that intelligent storage helps customers address business issues? (Choose two.)

- A. Reduce time to stand up infrastructure from hours to minutes.
- B. Control cloud spend with cost and utilization insights for all cloud services.
- C. Ensure that data complies with regulations and security policies.
- D. Manage resources and services across a hybrid cloud environment.
- E. Optimize data to the right economic model.

**Answer:** A,E