

# IT 认证电子书



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**Exam : HPE2-E65**

**Title : Selling HPE Enterprise  
Solutions**

**Version : DEMO**

1.You are talking to a senior IT manager. Who tells you that IT is looking for a better way to manage virtual overlays? What opportunity have you uncovered?

- A. HPE Helton opportunity
- B. HPE Networking opportunity
- C. HPE Storage opportunity
- D. HPE Server Opportunity

**Answer: B**

2.What type of strong architecture do customers need in order to sport a private cloud or a hybrid cloud solution?

- A. One that is flexible for different uses
- B. On that is embedded with proprietary cloud management technologies.
- C. On that is controlled by a dedicated storage management interface.
- D. One that is defined by the underlying hardware.

**Answer: D**

3.You are meeting with a customer who wants to gain a competitive advantage by making his company's data center more agile. Which question helps you validate the opportunity for selling HPE networking solutions to this customer?

- A. Have you thought about software-defined networking (SON) and the benefits it will bring to your business?
- B. How do you ensure constant performance for variable workloads?
- C. What is your disaster recovery (DR) strategy for critical apps?
- D. How do you define good utilization and manage your utilization capacity?

**Answer: A**

4.Which qualifying question could you ask to validate the opportunity for selling HPE OneView?

- A. Have you considered a server solution that can be integrated as a snap-in to the HP networking management tool Intelligent Management Center (IMC)?
- B. Does your company need an industry-standard solution that validates wireless and wired user login requests?
- C. Do you need a comprehensive Bring Your Own Device (BYOD) solution that enable self-registration for guest users?
- D. Have you considered a converged solution that spans servers, storage, and network and both physical virtual resources?

**Answer: D**

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

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

**Answer: A**

