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Exam : **HPE2-E67**

Title : **HPE IT Business Conversations**

Vendor : **HP**

Version : **DEMO**

NO.1 What is frequently the most difficult hurdle to overcome when trying to close a deal?

- A. another vendor
- B. other strategic projects
- C. product availability
- D. unreasonable timelines

Answer: D

NO.2 What is one of the keys to figuring out whether a customer is truly worth investing in. or is just curious to get more information?

- A. Direct the customer towards a solution early.
- B. Understand the customer's budget.
- C. Ask well-thought-out discovery questions.
- D. Network with the company staff.

Answer: C

NO.3 What is one of the major reasons that companies have difficulties coming up with capital to pursue new technologies?

- A. benefit costs
- B. employee costs
- C. licensing costs
- D. legacy IT costs

Answer: C

NO.4 What is one benefit of an HPE composable infrastructure?

- A. It adds a virtualization layer and HPE OneView InstantOn to the world's most deployed rack server .
- B. It transforms compute, storage, and fabric into fluid resources pools that can be combined to support workloads on demand.
- C. It integrates customers' choice of virtualization software on converged compute, storage, and fabric at the factory.
- D. It deploys all workloads as (Ritualized workloads in a standardized virtual environment.

Answer: B

NO.5 Which new IT consumption model is pay-as-you-deploy model that customers to more efficiently adapt to business changes and to take a more flexible, scalable approach to capacity planning?

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

Answer: C

NO.6 When a customer selects HPE Flexible Capacity, what does the customer trade?

- A. upfront licensing costs for predictable ongoing support costs
- B. upfront CAPEX for predictable ongoing OPEX
- C. upfront OPEX for predictable ongoing CAPEX
- D. support costs for predictable ongoing license costs

Answer: C

NO.7 Large businesses are subjected to heavy regulations imposed by the government. According to 451 Research, in 2016, organizations were most concerned with which aspect of those regulations when entertaining hybrid infrastructure?

- A. compliance concerns
- B. OCC investigation concerns
- C. defensibility concerns
- D. immigration concerns

Answer: C

NO.8 Which virtualization environments are supported by HPE Helion CloudSystem? (Select three.)

- A. IBMPowerVM
- B. VMwareESXi
- C. Microsoft Hyper-V
- D. Red Hat KVM
- E. Citrix XenApp

Answer: B,C,D

Explanation: <https://www.hpe.com/h20195/V2/getpdf.aspx/c04229569.pdf>

NO.9 What is one of the best ways that hybrid infrastructure can help a business grow?

- A. creates new revenue streams
- B. reduces the need for technical expertise
- C. reduces the need for IOT
- D. reduces the risk of digital disruption

Answer: C

NO.10 How does an Aruba solution help customers attract and retain the most qualified employees?

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

Answer: C

NO.11 What is one way that HPE helps you to make every engagement a success?

- A. HPE solutions are built as turn-key infrastructure that convinces customers they do not need to move to the cloud.

- B.** HPE solutions are designed to help customers at any phase in a transformation to a hybrid infrastructure.
- C.** HPE focuses on software innovation and connects you with with third-party vendors to deliver services.
- D.** HPE offers customers unique financial incentives for rapidly moving to pure HPE public cloud services.

Answer: B

NO.12 You are visiting a customer who is looking into emerging technologies and alternative application delivery models. During the meeting, the CIO asks you what makes a hybrid infrastructure different from traditional IT infrastructure. How should you respond?

- A.** It consists of traditional IT and various cloud services.
- B.** It consists of traditional IT services as well as shadow IT services.
- C.** It consists of various cloud solutions without using any traditional IT services.
- D.** It consists of third-party service providers to deliver all IT services.

Answer: C