HPE2-E64 hp

Number: HPE2-E64
Passing Score: 800
Time Limit: 120 min

Exam A

QUESTION 1
Which customer maturity level is concerned with network security, formalized IT processes, and simplified management?

A. Service Provider
B. Starting Out
C. Building Momentum
D. Expansion

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 2
A customer asks about the competitive advantages of the HPE Storage portfolio products. Where is this information located?

A. HPE Storage Sizer
B. HPE Storage Product Selector
C. HPE SAN Design Guide
D. HPE Sales Builder for Windows

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 3
In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two.)

A. HPE MSA has an upgrade path to new offerings.
B. HPE MSA batteries are easier to replace.
C. HPA MSA has superior performance.
D. HPE MSA provides an entry-point DAS solution.
E. HPE MSA has more choices for disk drives.

Correct Answer: AC
Section: (none)
Explanation

Explanation/Reference:

QUESTION 4
Which SMB business outcome is addressed by the HPE Transformation Area of Transforming to a Hybrid infrastructure?

A. acquire and retain customers
B. keep the business running
C. increase productivity
D. reduce costs

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 5
Which business benefits does HPE OneView provide to SMB customers? (Select two.)

A. HPE OneView increases the need to provide proactive service and support.
B. HPE OneView increases the number of skilled system administrators.
C. HPE OneView increases IT staff productivity.
D. HPE OneView increases the time period for standard maintenance.
E. HPE OneView reduces unplanned outages.

Correct Answer: AE
Section: (none)
Explanation

Explanation/Reference:

QUESTION 6
Which HPE switch series is unmanaged and designed for SMB customers that need a low cost networking solution that is reliable and easy to install?

A. HPE M210
B. HPE 2920
C. HPE 1410
D. HPE 1920

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 7
An SMB customer has purchased an HPE ProLiant DL360, which will be very important to their day-to-day operations and strategy implementation.
Which HPE Foundation Care package should you recommend to this customer?

A. Foundation Care Next Business Day
B. Foundation Care Exchange
C. Foundation Care 24x7
D. Foundation Call to Repair 6hr CTR

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 8
Which competitor has no tower server offering to compete with HPE ProLiant Gen9 Tower servers?

A. Lenovo
B. Cisco
C. IBM
D. Dell

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 9
What is a best practice for selling HPE networking support services?

A. Strat advocating support services after the sale when the customer begins thinking about implementation and support needs.
B. Engage the customer's end users to build a business case for support services.
C. Establish the business need for support early in the sales cycle.
D. Lead with Foundation Care, because most customers want to keep their support costs low.

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 10
Which statement is correct about LTO tape drives as a solution for SMB customers?

A. LTO tape drive implementation and management is highly complex.
B. LTO tape drives are very affordable.
C. LTO tape drives have the highest cost for backup and archive.
D. LTO tape drives provide an entry-level SAN solution.

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 11
Which switch series should you recommend for a mid-sized campus core?

A. HPE 1920
B. HPE 5400R
C. HPE 1420

D. HPE 2920

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Reference: http://techday.ca/s93j4aa/wp-content/uploads/2015/02/HP-Mid-Market-Networking-Solutions.pdf

QUESTION 12
What is a common challenge that customers face for their branch office networking solutions?

A. Branch office users typically have very different needs from main office users.
B. Branch offices need the same services that users on the main office LAN require.
C. Branch offices have dedicated IT staff who prefer different management solutions than main office staff.
D. Branch offices need to be rigidly isolated from the rest of the network.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 13
How do HPE solutions for wired and wireless networks reduce total cost ownership (TCO)?

A. They create a simpler network architecture and include the HPE Limited Lifetime Warranty 2.0.
B. They focus on the 802.11n technologies that customers need rather than expensive 802.11ac technology.
C. They embed wireless features within switches so that access points (APs) are not necessary.
D. They use proprietary HPE software-defined networking (SDN) technologies to eliminate software updates.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 14
Which tool provides information about HPE storage products, the competition, and where-to-sell scenarios?

A. HPE Product Bulletin
B. HPE Storage Product Reference Guide
C. HPE Storage SAN Design Reference Guide
D. HPE Sales Builder for Windows (SBW)

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 15
Which statement is characteristic of Unified Communications (UC) in legacy networks?

A. UC is challenging to deploy on legacy networks due to traffic engineering and Quality of Service (QoS) needs.
B. UC management on legacy networks is handled through a dedicated management application.
C. UC has become easier to deploy on legacy networks because of the increasing number of employees who use their own devices.
D. UC can be effectively deployed on legacy networks with software-defined networking (SDN).

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 16
Which customer behavior are you most likely to experience if you sell an HPE ProLiant server solution with HPE Proactive Care Support?

A. The customer will repurchase from you.
B. The customer will grow dependent on the HPE support team.
C. The customer will report greater end-user satisfaction.
D. The customer will refer you to others.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 17
What are the features of enhanced call handling with HPE Proactive Care Advanced? (Select two.)

A. includes a Critical Event Manager
B. has a guaranteed four-hour time to respond
C. has a guaranteed six-hour time to resolve
D. includes follow-up after the incident
E. provides specialists onsite to resolve the issue

Correct Answer: CE
Section: (none)
Explanation

Explanation/Reference:

QUESTION 18
Which HPE product is ideally suited to address the file-serving and workgroup-storage challenges of SMB customers that have small storage budgets?

A. HPE StoreVirtual 4000
B. HPE StoreEasy 1440
C. HPE 3PAR StoreServ 8200
D. HPE MSA 2040

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 19
Which HPE server types are targeted at the SMB customer segment? (Select two.)

A. density-optimized servers
B. blade servers
C. workload-optimized servers

D. rack and tower servers

E. Moonshot servers

Correct Answer: DE
Section: (none)
Explanation

Explanation/Reference:

QUESTION 20
A customer has experienced rapid data growth and is interested in an affordably priced, non-disruptive solution with a single architecture that can scale with their growth.

Which HPE Storage solution is most appropriate?

A. HPE StoreAll
B. HPE StoreOnce
C. HPE 3PAR StoreServ
D. HPE MSA

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 21
What is the expected shelf life of data archived on HPE StoreEver Tape solutions?

A. 10 years
B. 5 years
C. 20 years
D. 30 years

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:
Explanation: HPE StoreEver Tape is ideal for archiving cold or active data with a media shelf-life of up to 30 years in normal ambient conditions.
Reference: http://www8.hp.com/h20195/v2/GetPDF.aspx/4AA5-0971ENW.pdf

QUESTION 22
Which competitor has no blade server offering to compete with HPE ProLiant Gen9 blade servers?

A. Cisco

B. IBM

C. Dell

D. Lenovo

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 23
Which business need indicates that the customer is a good candidate for an HPE Campus solution with unified wired and wireless networks?

A. need to segment the wireless network from the wired network and from the storage network

B. need to maintain control over network access, but support additional user devices

C. need to handle the increase of network traffic flowing between branch offices and the Internet

D. need to automate the deployment of testing and pre-production environments

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 24
Which HPE BladeSystem option provides additional benefits to SMB customers who also need a backup solution?

A. dashboard

B. expansion cage

C. internal tape storage blades

D. HPE Virtual Connect

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 25
Which product is best suited to meet an SMB customer's backup requirements and to manage data protection at remote locations, and uses Federated Deduplication to significantly reduce the capacity needed to store backup data?

A. HP StoreVirtual VSA

B. HP 3PAR StoreServe VSA

C. HP StoreOnce VSA

D. HP StoreEasy VSA

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 26
What correctly describes the HPE approach to software-defined networking (SDN)?

A. HPE has taken a conservative approach toward SDN to protect customer legacy investments.

B. HPE has developed SDN in-house and is making its proprietary technology available to customers.

C. HPE strategy indicates that SDN will become less important as cloud solutions become more common.

D. HPE is committed to SDN, with offerings across the infrastructure, control, and application layers.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 27

Your SMB customer currently relies on networked PCs and is looking for a first server solution. Which HPE server offers the best business value to this customer?

A. ProLiant MicroServer
B. ProLiant Apollo
C. ProLiant DL380
D. ProLiant BL400c

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 28
Which companies are the most significant partners for HPE in the server market? (Select two.)

A. Symantec
B. Intel
C. Microsoft
D. VMware
E. Veeam

Correct Answer: BC
Section: (none)
Explanation

Explanation/Reference:

QUESTION 29
What is one customer challenge that traditional campus networks face?

A. Inconsistent wired and wireless user experience limits productivity.
B. IT uses a single management tool for both wired and wireless networks, which limits efficiency.
C. Voice, video, and data traffic must be separated onto their own networks.
D. There is insufficient use of wireless networks to justify the investment in mobility solutions.

Correct Answer: A

Explanation/Reference:

QUESTION 30
Your SMB customer is growing their business and wants an inexpensive, expandable server for a small branch office. Which HPE ProLiant server series offers the best fit for this customer's requirements?

A. ProLiant BL400c server series
B. ProLiant DL360 server series
C. ProLiant ML110 server series
D. Proliant MicroServer series

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 31
An SMB customer must store data for a minimum of five years to meet compliance requirements. The business wants to do this at minimum cost. Which storage technology is most suitable?

A. SAN
B. tape
C. NAS
D. disk

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 32
Which benefit does HPE Financial Services (HPEFS) provide to SMB customers to address the challenge of what they should do with their old IT hardware?

A. With HPEFS, customers preserve their existing bank credit lines.

B. With HPEFS, customers simply return their equipment at end of life.

C. With HPEFS, customers can easily add recycling services.

D. With HPEFS, customers can conserve their cash for other investments.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 33
HPE StoreEasy is best suited for SMB customers that are implementing home directory consolidation and require which functionality?

A. offsite vaulting

B. heterogeneous file sharing

C. high-speed support for high VM density

D. highly available scale-out architecture

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 34
Which HPE ProLiant Embedded Management tool can be used to access server contract and warranty information?

A. HPE Intelligent Provisioning

B. HPE Insight Online

C. HPE iLO

D. HPE Smart Update Manager

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:
Explanation: HPE infrastructure management encompasses critical areas such as server deployment and configuration, health and alerting, energy, power, remote management, and warranty and contract information access via a cloud-based portal. The core components that comprise HPE infrastructure management are Embedded Management, Hewlett Packard Enterprise OneView, and HPE Insight Online.
Reference: http://h20195.www2.hp.com/v2/getpdf.aspx/4AA3-0132ENW.pdf