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Exam : **HPE2-E55**

Title : Introduction to Selling HPE
Products, Solutions and
Services

Vendor : HP

Version : DEMO

NO.1 Which qualifying question can help you understand a customer's wired networking needs?

- A. Is your company struggling with shadow IT?
- B. How much of your IT services are on a public cloud?
- C. Do you have any plans in place to prevent data loss at branch offices?"
- D. How is your current network performing under heavy usage?

Answer: D

NO.2 Which Aruba AP can withstand harsh environments and provide high-speed connectivity for over 125 users?

- A. 270 Series
- B. Instant 325
- C. 203H
- D. Instant 205

Answer: A

NO.3 What is one way customers benefit from implementing Nimble Secondary Flash Array and Veeam backup software?

- A. It enables them to retain several months of snapshots on a single array and perform restores in seconds.
- B. It gives them all-flash performance at a hybrid price point
- C. It collects and analyzes billions of sensor data points from each array and performs correlated analysis
- D. It automatically predicts and resolves 86 percent of issues.

Answer: A

NO.4 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>

NO.5 A medium-sized customer is looking for a switch that is cost effective and easy to deploy but still includes important features such as Power over Ethernet Plus, easy deployment over the cloud, and support management. Which switch family should be recommended?

- A. Aruba 3810
- B. Aruba 5400R
- C. Aruba2540
- D. HPEOfficeConnect1420

Answer: C

NO.6 Which HPE innovation offers customers industry-leading protection against firmware attacks?

- A. Easy Connect
- B. The Machine
- C. Helion OpenStack
- D. HPE Gen 10

Answer: D

NO.7 How does the HPE acquisition of Aruba benefit customers?

- A. Customers can better assess their IT resource usage using integrated cloud metering
- B. Customers can obtain industry-leading wireless and wired solutions from the same vendor.
- C. Customers can deploy out-of-the-box hyperconverged cloud solutions from a single vendor.
- D. Customers can obtain all-flash solutions designed for the mid-sized enterprise.

Answer: B

NO.8 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

NO.9 Why are more and more small- to medium-sized businesses turning to service providers to get more value out of their IT investment?

- A. Service providers provide the resources they need to enable their digital transformation.
- B. Service providers can certify them to manage their own IT infrastructure
- C. Service providers offer higher discounts than traditional vendors.
- D. Service providers can guarantee protection against all types of malware.

Answer: A

NO.10 While qualifying the networking opportunity, the customer mentions concerns about security and management. What is one question to ask to discover more about the company's potential security needs?

- A. Are you experiencing any project delays due to users' various devices?"
- B. How many and what kind of user and guest devices are connecting to your network"
- C. "Do you have any old Cisco switches that need to be updated?"
- D. "Do you outsource any maintenance tasks?"

Answer: C