



# HP

## HPE2-E55 Exam

**HP Introduction to Selling HPE Products, Solutions and Services Exam**

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## Version: 9.0

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### Question: 1

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When talking with HPE customers about other HPE solutions what can indicate an opportunity for HPE storage?

- A. questions about pay-as-you-go financing
- B. concerns about unified wired and wireless access
- C. concerns about managing and protecting data
- D. questions about implementing hybrid IT

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**Answer: C**

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### Question: 2

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Which guideline should you follow for discussing services with customers?

- A. Link the services to business goals early in the sales cycle
- B. Discuss services only with IT decision makers because the discussion is too technical for other decision makers.
- C. Avoid bringing up services until after the customer has committed to the HPE solution
- D. Refer the customer to HPE Pointnext but avoid a detailed discussion yourself

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**Answer: A**

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### Question: 3

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Which descriptions apply to the HPE ProLiant DL360 Gen10 Server? (Select two..)

- A. four-processor server
- B. tower server
- C. one-processor server
- D. 1U dense server
- E. two-processor server

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**Answer: DE**

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**Question: 4**

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Which business challenge does Aruba ClientMatch solve?

- A. Devices are slow to connect to their data and files stored on the corporate cloud
- B. Servers are difficult to install and require constant ongoing operations to manage
- C. Mobile apps take up too much bandwidth, resulting in poor performance for many users
- D. Wi-Fi is slow because clients stick to one AP despite changes in signal strength and area density.

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**Answer: D**

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**Question: 5**

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In terms of market position, what is one characteristic that makes HPE storage solutions so compelling?

- A. HPE ships the most storage solutions worldwide.
- B. HPE is the only company that has replaced all traditional storage solutions with completely converged and software-defined options.
- C. HPE is the entry storage market leader
- D. HPE offers the number three ranked midrange array and is number two in server worldwide shipments and revenue

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**Answer: C**

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**Question: 6**

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How does using HPE Financial Services enable customers to get the infrastructure they need?

- A. It gives customers access to advice from experts at global IT research firms.
- B. Customers can upgrade their hardware more frequently to keep up with demands and new technologies.
- C. Their purchases are guaranteed to be delivered within 48 hours of placing an order.
- D. It simplifies the purchasing process because the customer's purchasing department no longer needs to be involved.

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**Answer: B**

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**Question: 7**

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Which solution provides cloud-based networking management for small- to medium-sized businesses?

- A. HPE Altoline

- B. Aruba ClearPass
- C. Aruba Central
- D. HPE OfficeConnect

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**Answer: C**

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**Question: 8**

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What is a key distinguishing feature of HPE MSA 2052 solutions?

- A. wide array of individually purchased software options
- B. cloud-based management
- C. predictive analytics
- D. all-inclusive storage software suites

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**Answer: D**

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**Question: 9**

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Which storage solution is a good fit for a customer who is ready to take their first steps into flash but prefers traditional SAN?

- A. HPE StoreEasy
- B. HPE MSA
- C. HPE Nimble
- D. HPE SimpliVity

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**Answer: B**

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**Question: 10**

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Which keywords should you listen for to identify an opportunity for Nimble solutions?

- A. storage networking
- B. virtualization pooling appliance-free
- C. uses DAS, needs room for growth
- D. flash performance, advanced data management

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**Answer: D**

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**Question: 11**

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What is one characteristic of ideal candidates for Aruba switches?

- A. They need plug-and-play deployment with limited customization.
- B. They need cost-effective switches, optimized for customers with under 100 employees

- C. They need unmanaged switches that require no IT staff.
- D. They need to simplify and secure the onboarding of new network devices.

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**Answer: D**

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**Question: 12**

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What is one reason you might recommend the HPE ProLiant DL360 Gen10 Server rather than the HPE ProLiant ML350 Gen 10 Server?

- A. The customer wants protection against attacks that target server firmware: the ProLiant DL360 Gen10 Server provides such protections but the ProLiant ML350 Gen 10 Server does not.
- B. The customer has limited space in their wiring closet and the ProLiant DL360 Gen10 Server has a smaller footprint than the ProLiant ML350 Gen 10 Server
- C. The customer has compute-intensive workloads and the ProLiant DL360 Gen10 Server has more processors than the ProLiant ML350 Gen 10 Server
- D. The customer is interested in HPE Persistent Memory which is supported by the ProLiant DL360 Gen 10 Server but not by the ProLiant ML350 Gen10 Server.

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**Answer: B**

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