



Vendor: HP

Exam Code: HPE2-E67

Exam Name: HPE IT Business Conversations

Version: DEMO

QUESTION 1

You have a customer who would like to take multiple physical servers and allow them to coexist on a single server. What is this technology referred to as?

- A. cloud infrastructure
- B. virtual infrastructure
- C. hybrid infrastructure
- D. converged infrastructure

Answer: B

QUESTION 2

Which customer does HPE believe can succeed with the right mix of HPE hybrid infrastructure resources?

- A. every customer
- B. those with executive buy-in to the technology
- C. those with sufficient technical skill set on staff
- D. those who are already using cloud

Answer: A

QUESTION 3

How has the current technology climate changed the focus of CIOs?

- A. They must now focus on tactical matters.
- B. They must now be business transformers.
- C. They must now focus on tightening budgets.
- D. They must now build infrastructure and services.

Answer: B

QUESTION 4

What would be the strongest talking point when a customer wants to focus on savings and cost reductions with hybrid infrastructure?

- A. increased profitability
- B. reduced technical skill set needs
- C. digital disruption
- D. improved productivity

Answer: A

QUESTION 5

Which new IT consumption model is an as-a-service model that provides customers with on-site, pay-as-you-grow capacity?

- A. HPE Pre-Provisioning
- B. HPE Flexible Capacity

- C. HPE Subscription for Servers
- D. HPE Flexible Asset Return for Servers
- E. HPE Accelerated Migration

Answer: B

QUESTION 6

Given the trend in IT spending, which is the most productive conversation that you can have with c-level executives?

- A. a conversation about the dangers of mobility and BYOD
- B. a conversation about the terminology related to hybrid infrastructure
- C. a conversation about business and financial concerns and goals
- D. a conversation about the importance of DevOps

Answer: D

QUESTION 7

What should you do in order to build more sales revenue and create long-term relationship with your clients?

- A. Help the client build the right mix of traditional IT and cloud solutions.
- B. Exclusively promote HPE cloud solutions.
- C. Help the client maintain traditional IT infrastructure.
- D. Promote the purchase of more hardware.

Answer: C

QUESTION 8

What are the traditional consumption models most companies use? (Select three.)

- A. shared resources
- B. lease
- C. outsource
- D. re-purpose
- E. trade-in
- F. buy

Answer: ACF

QUESTION 9

How does HPE distinguish itself from the competition in helping customers transform to a hybrid infrastructure?

- A. HPE avoids offering integrated solutions because it recognizes that most customers view integrated solutions as too costly and prefer a DIY approach.
- B. HPE is the top provider for cloud infrastructure, easing customer concerns about the success of their private cloud.
- C. HPE recognizes that infrastructure no longer matters and places its focus primarily on cloud

software.

- D. HPE offers the best public cloud services in the marketplace, enabling customers to quickly and completely transition to cloud.

Answer: B

QUESTION 10

What is one advantage of HPE StoreVirtual?

- A. It uses dedicated storage arrays, optimized for all flash and high performance.
- B. It ensures that stored data is confined to a single HPE Hyper Converged system for security purposes.
- C. It helps customers extend data across HPE Hyper Converged systems and other parts of the infrastructure.
- D. It allows customers to connect to an ecosystem of public cloud service providers in an easy-to-use virtual marketplace.

Answer: C

QUESTION 11

What is one task you can complete through HPE financial services partner connection portal?

- A. Generate quotes.
- B. Review credit scores.
- C. Research prospective clients.
- D. Manage all your customer's financials.

Answer: A

QUESTION 12

Which kind of company creates a new market and value network by using technology as its primary delivery method?

- A. a frontline company
- B. a technology disruptor company
- C. a technology add company
- D. a digital innovator company

Answer: C

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