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Exam : **HPE2-E55**

Title : Introduction to Selling HPE Products, Solutions and Services

Version : DEMO

1.When talking with HPE customers about other HPE solutions what can indicate an opportunity tor 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

Answer: C

2.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

Answer: A

3.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

Answer: DE

4.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.

Answer: D

5.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

Answer: C