

100% Pass Top-selling HPE2-E74 Exams - New 2022 HP Practice Exam [Q22-Q46]



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HPE Sales Certified Dumps HPE2-E74 Exam for Full Questions - Exam Study Guide

NEW QUESTION 22

Which customer need indicates that HPE Primera could be a better choice for the customer than HPE Nimble?

- * Need for converged storage and compute to support virtualized workloads
- * Need for a simplified management experience, geared to the IT generalist
- * Need for zero downtime for mission-critical workloads
- * Need for a storage platform that provides all-flash performance and low latency

NEW QUESTION 23

What is one advantage of hybrid cloud for customers?

- * Hybrid cloud enables customers to eliminate the use of complex private cloud technologies.
- * Hybrid cloud helps customers to reduce their spending on expensive virtualization licenses.
- * Hybrid cloud helps customers better control their data and where they store that data.

- * Hybrid cloud ensures that customers can use a pay-as-you-go spending model for all of their resources.

NEW QUESTION 24

What is one way that companies can benefit from Internet of Things (IoT) and evolving technologies at the edge?

- * Companies can improve workplace productivity with smart meeting room devices.
- * Companies can use IoT platforms to accelerate the speed at which developers deploy applications.
- * Companies can enhance the security of their networks, as IoT devices are typically more secure than devices like laptops.
- * Companies can use smart devices to enhance their efforts to shift to a container based workload model.

NEW QUESTION 25

A customer has a pilot program for a new service. The customer is concerned that the actual demand for the service might not meet the customer's expectations. How do HPE Adaptive Use financial models mitigate this risk?

- * These models allow customers to pay a monthly, usage-based rate for on-prem infrastructure.
- * These models allow customers to return some of the infrastructure later to reduce costs.
- * These models adjust the payment rate for the infrastructure based on the revenue that the infrastructure generates.
- * These models allow customers to pay a monthly, usage-based rate for resources in a co-located data center.

NEW QUESTION 26

What is one way that the Aruba Instant On mobile app helps to simplify provisioning of Aruba Instant On APs?

- * The app integrates with Aruba Meridian, which provides a centralized firmware and configuration repository for the customer's site.
- * The app integrates with Aruba Central, providing a centralized dashboard in which admins can monitor the provisioning process for multiple APs at once.
- * The app receives a notification if an AP experiences difficulty during the provisioning process, so admins do not have to access the AP to discover the problem.
- * The app provides simplified wizards for configuring features such as Aruba Air Slice, Aruba Client Match, and Aruba Dynamic Segmentation.

NEW QUESTION 27

Which danger do firmware attacks pose?

- * These attacks target only white box servers because the supply chain for these servers is not protected.
- * These attacks are designed to return the server to factory default settings before they are detected.
- * Security programs fail to detect these attacks because they run under the server OS.
- * Vendors do not have a way to detect and remediate these attacks so the only defense is securing the supply chain.

NEW QUESTION 28

What is a difference between the HPE Subscription and the HPE Technology Refresh financing models?

- * HPE Technology Refresh permits SMBs to upgrade their solution on a regular basis while HPE Subscription does not.
- * HPE Subscription allows customers to finance a solution that includes non-HPE software while HPE Technology Refresh does not.
- * HPE Subscription allows SMBs to exchange upfront capital outlays with predictable, periodic bills while HPE Technology Refresh does not.
- * HPE Technology Refresh permits customers to buy out the equipment at the end of the term while HPE Subscription does not.

NEW QUESTION 29

What is one benefit of the HPE GreenLake Swift Sales Program for partners?

- * The program simplifies quoting and selling as-a-service solutions and provides twice the compensation of a traditional infrastructure sale.
- * The program allows partners to put together a BOM with any combination of HPE products, extending the potential customer base.
- * The program delivers the hybrid cloud solution that customers are seeking with options for integration with AWS or Microsoft Azure.
- * The program provides partner training in financial concepts to accelerate partners' efforts to adopt as-a-service delivery.

NEW QUESTION 30

What is one benefit of the Aruba ESP (Edge Services Platform) Unified Infrastructure approach?

- * The architecture makes switches responsible for controlling APs, unifying wired and wireless access.
- * Customers can choose from two architectures, one of which is designed for midmarket and one for enterprise.
- * All intelligence is centralized in powerful controllers, making the solution simpler for customers to manage.
- * Customers can deploy APs alone and then add gateways later without changing the architecture or UI.

NEW QUESTION 31

What is one benefit of the HPE SimpliVity Data Virtualization Platform?

- * It provides plug-ins for HPE Synergy, enabling customers to attach Synergy modules directly to SimpliVity storage.
- * It distributes data across a flexible choice of storage arrays, including Nimble and MSA, and optimizes access to them.
- * It gives all VMs direct access to underlying drives, ensuring low latency performance for applications.
- * It only writes unique data to drives, making backups, and restores space-efficient and very fast.

NEW QUESTION 32

What should HPE partners do to comply with the UN Guiding Principles on Business and Human Rights?

- * Create a plan for improving human rights in the geographic regions in which they operate.
- * Donate a portion of proceeds towards commissions for addressing human rights violations.
- * Implement a process for identifying sales transactions with a high risk for human rights violations.
- * Establish a committee for researching human rights issues and principles.

NEW QUESTION 33

You are proposing HPE Nimble Storage dHCI for a customer who uses VMware vSphere. What is one key benefit of HPE Nimble Storage dHCI for this customer?

- * The customer can use a vCenter plug-in to manage native backups, replication, and snapshots on the Nimble dHCI solution.
- * The customer can use a vCenter plug-in to easily migrate data between the Nimble dHCI solution and an HPE cloud.
- * The Nimble dHCI solution uses VMware vSAN technology and local storage drives attached ProLiant servers to create a low-cost SAN.
- * The Nimble dHCI solution provides simpler management for VMware VMs by hosting VMs directly on Nimble appliances.

NEW QUESTION 34

What is one way that HPE helps you to benefit financially from selling HPE GreenLake solutions?

- * The GreenLake solution unlocks value from customers' legacy assets, so customers can invest in larger solutions and partners gain higher margins.
- * The GreenLake solution delivers quarterly interest to partners for the portion of the solution that the customer finances.

- * The GreenLake solution retires customers' legacy assets, which partners can refurbish for resale and additional revenue.
- * The GreenLake solution has an accelerated rebate structure, which includes an upfront rebate on the committed solution value.

NEW QUESTION 35

What is one business driver that can make a customer a good candidate for HPE SimpliVity solutions?

- * The customer wants to modernize outdated infrastructure and reduce risks of lost data.
- * The customer has unpredictable workloads that require the customer to scale storage and compute separately.
- * The customer wants to better manage spending across private and public clouds.
- * The customer wants to simplify management for the company's existing HPE ProLiant servers.

NEW QUESTION 36

What two key benefits does Aruba Central provide?

- * IoT analytics platform and location-based services
- * Network virtualization and Internet speed routing
- * Visibility across physical and virtual networks and integration with VMware vSphere
- * Single-pane-of-glass network management and automated insights through Aruba ESP AIOps.

NEW QUESTION 37

For which use case is the HPE SimpliVity 380H model specifically designed?

- * For supporting a high-density Virtual desktop infrastructure (VDI) environment
- * For providing enhanced compute power for high-performance computing (HPC)
- * For providing backup and archival for other SimpliVity clusters
- * For supporting lower-latency performance for analytic workloads

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