

# QUESTIONS & ANSWERS

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**HP**

# HPE2-E67

*HPE IT Business Conversations*

**QUESTION:** 114

When a company moves from a traditional infrastructure to a hybrid infrastructure which group in IT is most positively affected?

- A. database operations
- B. network operations
- C. developers
- D. information security

**Answer:** D

**QUESTION:** 115

The elasticity of public clouds is difficult to reproduce in on-premise infrastructure. Which HPE solution provides similar elasticity to public cloud?

- A. SaaS
- B. Private Cloud Infrastructure
- C. Flexible Capacity
- D. Managed Cloud Infrastructure

**Answer:** C

**QUESTION:** 116

Forrester, an independent market analyst, places HPE as a Leader in the private cloud market. What is one area in which HPE distinguished itself?

- A. automated provisioning

- B. DoD compliance
- C. public cloud offerings
- D. ease of deployment

**Answer:** A

**QUESTION:** 117

How has digital disruption and other recent trends changed the role of IT in an organization?

- A. IT must move from a limited support role to a central support role.
- B. IT must focus more on solving problems as soon as they occur.
- C. IT must develop more extensive processes for dealing with change management.
- D. IT must change from a support role to become a business partner.

**Answer:** A

**QUESTION:** 118

What aspect of TCO is related to one-time acquisition costs related to a solution?

- A. OPEX
- B. training
- C. CAPEX
- D. management costs

**Answer:** B

**QUESTION:** 119

You are preparing for a visit to a potential client. You should avoid asking questions that you could have found the answers to. Where should you look to find the most credible information on the client prior to your visit? (Select two.)

- A. Twitter
- B. forums
- C. corporate website
- D. Snap Chat
- E. LinkedIn

**Answer:** C, E

**QUESTION:** 120

Which new IT consumption model is a pay-as-you-deploy model that allows customers to more efficiently adapt to business changes, and to take a more flexible, scalable approach to capacity planning?

- A. HPE Pre-Provisioning
- B. HPE Flexible Asset Return for Servers
- C. HPE Subscription for Servers
- D. HPE Accelerated Migration

**Answer:** A

**QUESTION:** 121

What is a critical step before visiting with a potential customer for the first time?

- A. researching which solution best fits the customer needs
- B. preparing a proposal
- C. preparing discovery questions
- D. exploring the client's existing infrastructure

**Answer:** C

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