

# HPE2-E68<sup>Q&As</sup>

Introduction to Selling HPE Solutions





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**QUESTION 1**

A customer want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

- A. The APs are ready to become discovered and controlled by an Aruba controller out of the box.
- B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.
- C. The customer only needs to configure one AP; other APs automatically take their configuration from it.
- D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

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**QUESTION 2**

Which HPE storage product provides flash-based block storage to the LAN?

- A. HPE StoreOnce 3000/5000
- B. HPE StoreEasy 3000
- C. HPE D6000
- D. HPE MSA 2042

Correct Answer: B

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**QUESTION 3**

Which HPE product provides flash-based block storage to the LAN?

- A. HPE MSA 242.
- B. HPE StoreOnce 3000/5000.
- C. HPE StoreEasy 3000.
- D. HPE D6000.

Correct Answer: B

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**QUESTION 4**

What is one way that HPE stands out in the server market?

- A. The HPE server portfolio offers many diverse architectures and a management platform designed for each architecture.

- B. HPE offers the only end-to-end data center management environment.
- C. The HPE server portfolio is focused on the SMB market.
- D. HPE products are consistently less expensive than competing servers.

Correct Answer: B

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## QUESTION 5

For customers, what is an advantage of utilizing Ethernet storage solutions?

- A. Ethernet is far faster and more reliable than Fibre Channel solutions.
- B. The Ethernet storage solution can mix HDDs and SSDs, which is not allowed with Fibre Channel solutions.
- C. The customer's IT personnel will not have to acquire specialized skills to deploy the storage network.
- D. Ethernet is a made-for-storage technology that is exclusively used in storage solutions.

Correct Answer: C

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