**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 mode! 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 crate 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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