



**Vendor:** HP

**Exam Code:** HPE2-E69

**Exam Name:** Prepare for HP Selling HPE Hybrid IT -  
Intelligent Edge and Services Exam

**Version:** DEMO

#### QUESTION 1

What is often the result of maintaining traditional development cycles?

- A. Operating costs and overhead decrease.
- B. Collaboration becomes more efficient.
- C. IT moves from a support role to a business role in the company.
- D. Line-of-Business (LoB) managers create their own stealth IT projects.

**Answer: D**

#### QUESTION 2

What is one way that HPE is preparing customers for the future?

- A. by helping them remove containers and shift all workloads to virtualized servers
- B. by helping them replace Platform as a Service (PaaS) with Software as a Service (SaaS)
- C. by helping them transform into data-driven organizations
- D. by helping them transition away from data toward apps

**Answer: C**

#### QUESTION 3

What is one way that HPE Synergy helps customers reduce costs?

- A. It reduces over-provisioning by allowing the redefinition of resources for current needs.
- B. It allows customers to shift from a traditional workplace to a more efficient open office.
- C. It permits customers to move expensive analytics away from the core to the edge.
- D. It helps customers identify the legacy hardware that consumes the most power.

**Answer: A**

#### QUESTION 4

How should you discuss digital transformation with your customers?

- A. Downplay the importance of digital transformation, since it is a trend that is not as relevant as it was a year ago.
- B. Focus on the way public cloud solutions can speed delivery of services and applications.
- C. Help them elevate digital transformation from an incubation project to a business imperative.
- D. Explain that digital transformation is just a buzzword and that they should focus on the New Economy instead.

**Answer: B**

#### QUESTION 5

What is one benefit of the private cloud model?

- A. It removes the need for making capital expenditures in the data center.
- B. It requires fewer IT resources than public cloud.
- C. It offers more scalability than public cloud.
- D. It enables self-service provisioning within the customer's IT infrastructure.

**Answer: D**

**QUESTION 6**

Which comment indicates a customer could benefit from an HPE Intelligent Workspace solution?

- A. "We have implemented an open floor plan and collaboration tools but are not seeing the expected results."
- B. "We want to enhance our mobile applications in order to provide special offers to our best customers."
- C. "We are placing limits on the use of employees' personal devices in the workplace."
- D. "We cannot keep up with the number of requests for guests to join our network."

**Answer: A**

**QUESTION 7**

Which benefit can customers obtain from an HPE Intelligent Workspace solution?

- A. increased facilities ROI and improved productivity
- B. reduced application provisioning time and enhanced DevOps
- C. lower storage TCO and faster insights from analytics
- D. reduced overprovisioning in the data center and lower TCO

**Answer: A**

**QUESTION 8**

What is one way companies are employing Industrial IoT to become more efficient?

- A. using intelligent sensors to track inventory and shipments
- B. using drones to monitor vehicles coming into and out of their facilities
- C. installing "smart" entertainment systems to entice employees to spend more time at work
- D. providing employees with fitness trackers to ensure employees are active

**Answer: A**

**QUESTION 9**

Which customer issue does an in-memory database address?

- A. the need for desktop virtualization
- B. the need for flexible storage and compute scaling
- C. the need for data virtualization in the cloud
- D. the need for faster insights from data

**Answer: D**

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