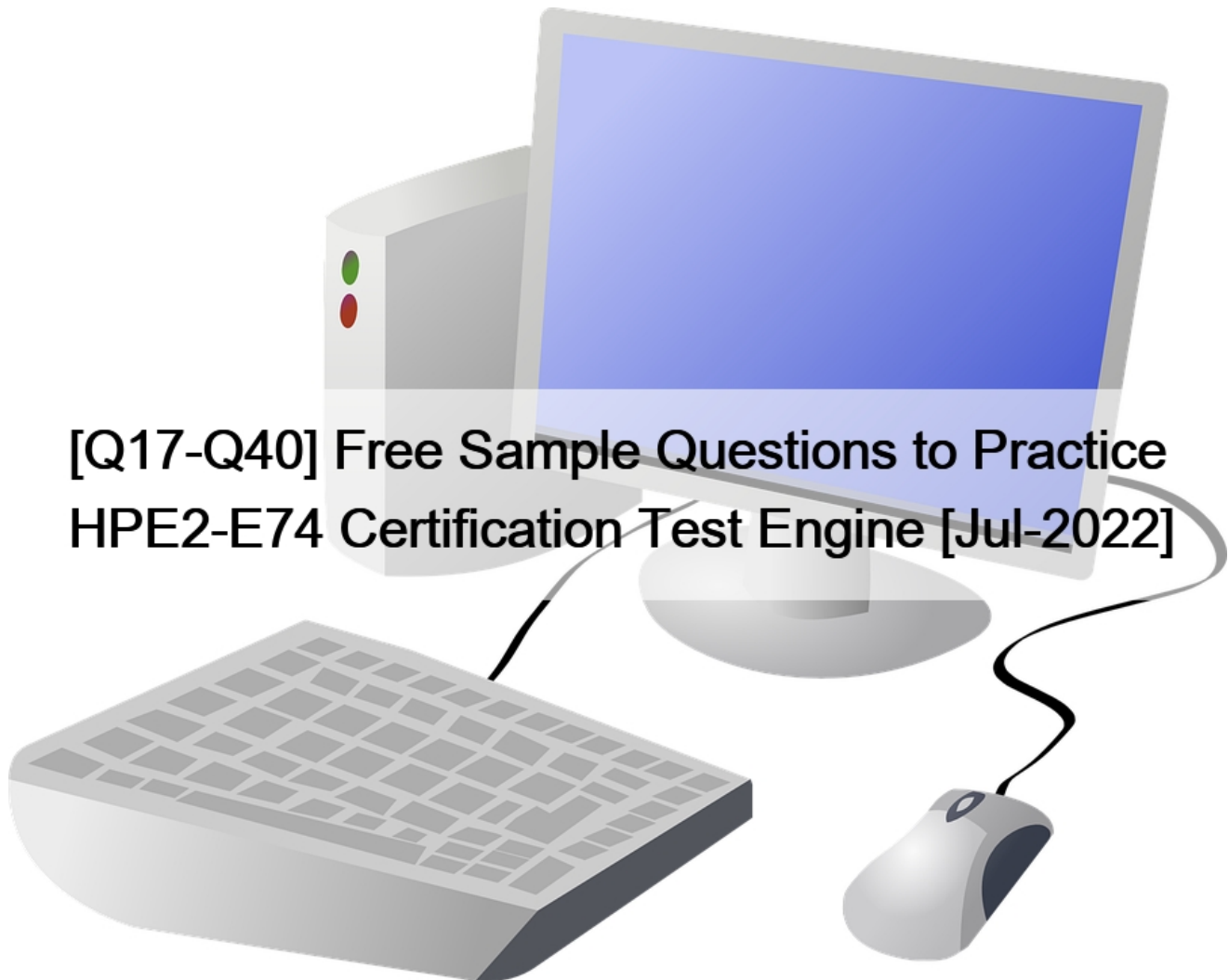


## [Q17-Q40 Free Sample Questions to Practice HPE2-E74 Certification Test Engine [Jul-2022]



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**Free Sample Questions to Practice HPE2-E74 Certification Test Engine [Jul-2022 2022 Valid HPE2-E74 Real Exam Questions, practice HPE Sales Certified Q17.** 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.

**Q18.** What is a critical challenge for many SMBs, which HPE Pointnext Services can help to address?

- \* Difficulty shifting from containerized to virtualized environments
- \* Difficulty understanding that digital transformation is a priority
- \* Difficulty getting Line of Business (LOB) employees to accept cloud services
- \* Difficulty implementing and customizing new technologies

**Q19.** 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.

**Q20.** What is one way that Aruba ESP (Edge Services Platform) increases efficiencies for IT Operators?

- \* Aruba ESP AIOPs helps to detect and resolve network issues before they cause problems.
- \* Aruba ESP simplifies network operations by centralizing device management in Aruba ClearPass.
- \* Aruba ESP unifies compute and storage and delivers the edge compute power that is required for IoT.
- \* Aruba ESP helps customers to consolidate their on-prem compute, storage, and networking management.

**Q21.** What is a key reason for SMBs to adopt containers?

- \* To establish an alternative environment to public cloud or private cloud for their workloads
- \* To adopt a more agile, DevOps-based approach to application development and deployment
- \* To enhance security by isolating workloads more than traditional virtualization permits
- \* To break down siloes between server, storage, and networking teams

**Q22.** 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.

**Q23.** 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.

**Q24.** 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.

**Q25.** What is one benefit of Power over Ethernet (PoE) support in an Aruba switch?

- \* PoE enables plug-and-play deployment and simplified management for the switch.
- \* PoE decreases the external power requirements for the switch to reduce costs.
- \* PoE enables the switch to support the high speeds required for modern voice and video applications.
- \* PoE simplifies the setup of devices connected to the switch, such as cameras and APs.

**Q26.** 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-ash performance and low latency

**Q27.** 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.

**Q28.** 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.

**Q29.** You are proposing an HPE SimpliVity solution to a customer, and the customer objects that SimpliVity is expensive. What are two functions that you can explain SimpliVity includes, enabling the customer to avoid purchasing additional solutions?

- \* Container orchestration; next-generation firewall
- \* Backup and data recovery; container orchestration
- \* Next-generation firewall; WAN optimization
- \* Backup and data recovery; WAN optimization

**Q30.** You are proposing Aruba ESP (Edge Services Platform) to a medium-sized company. What should you emphasize about the IT operational values of Aruba ESP?

- \* Aruba ESP is one-size-fits-all, providing a plug-and-play solution that requires no configuration.
- \* Aruba ESP is tunable, enabling IT to choose many different settings for a broad array of features.
- \* Aruba ESP is specialized, giving each IT team its own optimized tool for managing the network.
- \* Aruba ESP is automated, reducing manual input, saving time, and reducing risk.

**Q31.** 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.

**Q32.** You have proposed HPE SimpliVity to a customer. The customer tells you that a competitor has given a lower bid. What is one approach you should take to responding?

- \* Explain that the HPE SimpliVity solution integrates firewall capabilities so the customer no longer needs to pay for those.
- \* Explain that the competing solution likely has many software bugs and uses inferior, commodity grade hardware.
- \* Scale down the number of nodes in the solution until your bid is the same or just lower than the competitor's bid.
- \* Discuss whether the competitor has properly sized the solution with a high enough core count for the customer's needs

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