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**Exam : HPE2-E71**

**Title :** Introduction to Selling HPE Products, Solutions and Services

**Version :** DEMO

1.You have qualified a customer for the storage use case of business analytics and database support. Which characteristics indicate that the customer is in the expanding stage of their business analytics and database support journey?
A. The company pays for IT support on an as-needed basis and has limited budget for new IT projects.
B. The company is deploying a Microsoft SQL server but does not have a dedicated IT staff.
C. The company is growing slowly and is just beginning to gain some experience in managing databases.
D. The company has discovered it has multiple SQL Servers and has asked their IT staff to consolidate the servers.
**Answer:** C

2.What benefit does the Aruba AppRF feature provide your customers?
A. It dynamically adjusts the radio power to reduce interference in high-density AP environments.
B. It connects clients to the best available AP, eliminating issues caused by clients that stick to an AP even if the signal strength is weak.
C. It inspects wireless traffic to monitor how applications are used and to give priority to business-critical applications.
D. It improves wireless performance by moving AP radios to channels that are not experiencing RF interference.
**Answer:** C
Explanation: https://www.slideshare.net/ArubaNetworks/emea-airheads-aruba-apprf-aos-6x-8x

3.What is one initiative that SMBs are pursuing to achieve the same IT-centric vision that enterprises have?
A. Define the boundaries between IT and line of business managers
B. Create more data center silos
C. Improve customer relationships
D. Significantly increase their IT budget for maintenance
**Answer:** A

4.Your customer tells you he is not considering support services since the products they are using have a warranty.
Which QUESTION NO: could you ask to demonstrate the importance of support service?
A. Who in your company can fix the issue if it occurs during normal business hours?
B. What happens if a problem occurs on the weekend or a holiday?
C. What happens if the product experiences a hardware defect?
D. How many hardware issues has your company experienced?
**Answer:** D

5.Your SMB customer needs a new storage solution. You want to know if the customer is a good fit for a business analytics and database support use case.
Which QUESTION NO: would help you qualify the customer for this use case?
A. What technologies and software are you using to back up your data?
B. How do you address unplanned downtime?
C. What are your biggest challenges in gaining insights from your data?

D. How virtualized is your environment?

**Answer:** C