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**Exam** : **HPE2-E64**

**Title** : **Selling HPE SMB Solutions and Services**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 A new coffee shop wants to offer customers Wi-Fi service both in the store and on an outside patio.

Which HPE Access Point should you recommend?

- A. HPE Instant 225 802.11 ac
- B. HPE M210.11n
- C. HPE M330.11ac
- D. HPE MSM-802.11 n

**Answer:** B

NO.2 Which two-processor HPE Blade Server series is designed to provide business value to SMB customers?

- A. HPE ProLiant BL600 series
- B. HPE ProLiant BL400 series
- C. HPE integrity BL800C i4 series
- D. HPE Integrity 8L800 i2 series

**Answer:** B

NO.3 In what ways is the HPE MSA portfolio competitively differentiated from the Dell MD3 portfolio? (Select two)

- A. HPE MSA batteries are easier to replace
- B. HPE MSA provides an entry-point DAS solution.
- C. HPA MSE has superior performance.
- D. HPE MSA has more choices for disk drives.
- E. HPE MSA has an upgrade path to new offerings.

**Answer:** C,E

NO.4 What are typical requirements at the WAN edge for an SMB edge for an SMB customer with several branch offices?

- A. technologies for large Layer 2 networks and LAN/SAN convergence
- B. flexibility in support for rack or blade server connectivity
- C. high performance and secure platform that is scalable
- D. power over Ethernet (PoE) support for wireless access points and phones

**Answer:** C

NO.5 Which companies are the most significant partners for HPE in the server market? (Select two)

- A. Intel
- B. Veeam
- C. Symantec
- D. VMware
- E. Microsoft

**Answer:** D,E

NO.6 Which statement is characteristic of Unified Communications (UC) in legacy networks?

- A. UC can be effectively deployed on legacy networks with software-defined networking (SDN).
- B. UC is challenging to deploy on legacy networks due to traffic engineering and Quality of Service (QoS) needs.
- C. UC has become easier to deploy on legacy networks because of the increasing number of employees who use their own devices.
- D. UC management on legacy networks is handled through a dedicated management application.

**Answer:** B

NO.7 Which SMB business outcome is addressed by the HPE Transformation Area of Empowering the Data-Driven Organization?

- A. increase productivity
- B. reduce costs
- C. acquire and retain customers
- D. keep the business running

**Answer:** A