



---

# TRUSTED, ACCURATE AND RELIABLE!

---

The most comprehensive IT certification  
preparation materials in the industry!

All rights reserved. No part of this document may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of brief quotations embodied in critical reviews and certain other non-commercial uses permitted by copyright law. Unauthorized copying, reselling, or distribution of this document is strictly prohibited and may result in legal action.

<https://www.virtulearner.com>  
[support@virtulearner.com](mailto:support@virtulearner.com)

**HP**

**HPE2-E55**

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

**QUESTION: 1**

A small- to medium-sized business does not want to pay extra for cyber-security protection. How should you respond?

- A. "Let's evaluate the risks to your company's reputation and productivity".
- B. "If you have patch management your company will be able to block all attacks"
- C. "You are right. Small businesses are rarely the target of an attack"
- D. "The hardware warranties will provide the protection you need"

**Answer(s): D**

**QUESTION: 2**

Which customer characteristic can indicate that you have an opportunity for selling HPE storage solutions?

- A. The customer wants to virtualize services and consolidate their IT infrastructure.
- B. The customer requires high-speed data access from anywhere on any device.
- C. The customer is planning to use more memory-driven computing.
- D. The customer wants to simplify by eliminating the SAN and expanding DAS.

**Answer(s): A**

**QUESTION: 3**

Which qualifying question can help you understand a customer's wired networking needs?

- A. Is your company struggling with shadow IT?
- B. How much of your IT services are on a public cloud?
- C. Do you have any plans in place to prevent data loss at branch offices?"
- D. How is your current network performing under heavy usage?

**Answer(s): D**

**QUESTION: 4**

You are attempting to identify whether a customer is a good prospect for an HPE storage solution. What can indicate a business analytics and database support opportunity?

- A. The customer struggles to secure data stored on employee devices.
- B. The customer is looking for ways to improve customer engagement and market insights
- C. The customer struggles to provide adequate data access for users on mobile devices
- D. The customer is concerned about maintaining regulatory compliance reports

**Answer(s): A**

**QUESTION: 5**

What are two reasons you might recommend the Aruba IAP-305 rather than the HPE OfficeConnect OC20? (Select two )

- A. The company needs to deploy the APs in harsh outdoor environments
- B. The company has an IT specialist and is looking for customizable features, such as ClientMatch
- C. The company is looking for plug-and-play simplicity
- D. The company does not have a dedicated IT staff and needs to support less than 100 employees
- E. The company is growing and needs to be able to scale to high-density environments

**Answer(s):** B, E

**QUESTION: 6**

When it comes to their IT infrastructure, what is one of the biggest challenges SMBs face in being competitive?

- A. They are skeptical that additional IT investment will give them an edge.
- B. Their IT teams are staffed mainly by millennials.
- C. They have limited or insufficient IT skills/resources.
- D. They are becoming more reliant on third platform technologies.

**Answer(s):** C

**QUESTION: 7**

A customer needs a primary storage solution for their virtualized environment. The customer wants the performance of a flash-based storage array, but also has a limited budget and does not want extra or advanced features. Which HPE storage solution best meets these needs?

- A. HPE StoreOnce
- B. HPE MSA
- C. HPE Nimble
- D. HPE StoreVirtual VSA

**Answer(s):** B

**QUESTION: 8**

How can drawing the customer's infrastructure on a whiteboard benefit you while qualifying the networking opportunity?

- A. Drawing items on the whiteboard gives you time to reflect on what the customer has told you without needing to keep up with the conversation.
- B. This method makes the meeting more collaborative and gives the customer a chance to validate your understanding of the environment.
- C. You can draw an in-depth specific network design and ask your customer questions about it to gauge the customer's IT knowledge.
- D. You can convince the customer to trust your vision for the network because you have more knowledge and experience

**Answer(s):** B