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## ***Examen***

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**Exam** : **HPE2-E72**

**Title** : **Selling HPE Hybrid Cloud  
Solutions**

**Version** : **DEMO**

1.What issue with public cloud leads some companies to move workloads back on-premises?

- A. Limited scalability
- B. Time consuming manual configuration
- C. Underutilized resources
- D. Lack of control

**Answer:** D

**Explanation:**

Reference: <https://www.hpe.com/us/en/insights/articles/decision-guide-public-cloud-versus-on-prem-storage-1701.html>

2.What is one way HPE differentiates itself as a provider of hybrid cloud solutions?

- A. HPE enables companies to customize their solutions with a Unified API
- B. HPE provides hybrid cloud solutions that integrate with the top two public cloud providers
- C. HPE provides development tools for public and private clouds
- D. HPE provides a superior public cloud experience and seamless integration with private clouds

**Answer:** D

**Explanation:**

Reference: <https://www.hpe.com/us/en/greenlake.html>

3.Which issue is one of the business drivers for HPE GreenLake?

- A. Flat growth
- B. Increased price competition
- C. Inefficient workflows for line of business
- D. Long procurement cycles

**Answer:** B

4.Which correctly describes how customers are using public cloud today?

- A. Just under half of customers run any workloads in the public cloud, and they are primarily SMBs.
- B. A majority of customers now run the majority of their workloads in the public cloud.
- C. Most customers are using public cloud services, but only a small minority of workloads actually run in the public cloud.
- D. Only about ten percent of customers run any workloads in the public cloud, but they are the largest enterprises.

**Answer:** D

**Explanation:**

Reference: <https://www.computerworld.com/article/3428108/the-major-hybrid-cloud-options-compared-aws-outposts-vs-azure-stack-vs-google-anthos.html>

5.What is one key value that customers are seeking from their data platform?

- A. Automation to deliver data on demand
- B. Ability to perform a wholesale migration from on-prem to cloud
- C. Less of a concentration on hybrid environments as most data is on-prem
- D. Ability to use run analytics on tape for lower costs

**Answer:** D

**Explanation:**

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/08/hpe-advances-its-intelligent-data-platform-with-acquisition-of-mapr-business-assets.html>