



**QUESTION & ANSWER**  
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**Exam** : **HPE2-E68**

**Title** : Introduction to Selling HPE  
Solutions

**Version** : DEMO

1.Which value proposition is most likely to resonate with small and medium organizations that are seeking a server solution'?

- A. HPE BladeSystems can be deployed at remote offices without the need for a server closet.
- B. HPE servers are efficient as well as simple to deploy and use.
- C. HPE servers offer many technologies for IT staff to tune and optimize.
- D. HPE tower servers are designed specifically for the datacenter environment.

**Answer: C**

2.Which statement is true regarding the Aruba Mobile First platform?

- A. It is the only SON-based platform on the market today.
- B. It is ranked the number one platform for virtual networking.
- C. It is a cloud-based solution for SMBs looking for more agile solutions.
- D. It encompasses both wireless and wired solutions.

**Answer: A**

3.A customer is expanding from one site to three and needs a network device that connects all six offices dispersed throughout the country. Which type of device meets this criteria?

- A. WAN router.
- B. firewall.
- C. unmanaged switch.
- D. Layer 2 switch.

**Answer: B**

4.What is a major factor in influencing many small to medium businesses to require wireless network solutions?

- A. the growing BYOD movement.
- B. the need to increase connection speed.
- C. the need to support legacy devices.
- D. the need for greater security.

**Answer: A**

5.How do UC applications tend to affect customer networks?

- A. They introduce the need for dedicated firewall appliances connected to each edge switch.
- B. They increase traffic at the network edge and increase speed requirements.
- C. They increase the amount of latency that network devices can tolerate.
- D. They make the types of traffic that flow through the network more uniform.

**Answer: A**