

# Selling HPE Edge-to-Cloud Solutions

## Exam description

This exam will test the candidate's ability to identify HPE sales opportunities from the edge to the cloud. The exam will include:

- Trends impacting customers
- How HPE is addressing these trends
- How HPE is delivering as-a-service solutions
- Expanding HPE infrastructure into midmarket and enterprise.

## Ideal candidate for this exam

HPE channel partner sales professionals

## Exam contents

This exam has 30 questions.

Exam ID	HPE2-E75
Exam type	Web based
Exam duration	45 minutes
Exam length	30 questions
Passing score	70%
Delivery languages	English

Register for this Exam

You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

## Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Use HPE Press study guides and additional reference materials; study guides, practice tests, and HPE books.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

## Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
20%	Industry Trends Technologies <ul style="list-style-type: none"><li>• Describe market trends that affect businesses</li><li>• Explain how adopting a hybrid cloud model can make customers more resilient</li><li>• Describe technologies from the edge to the cloud and explain how organizations are adopting them.</li></ul>
22%	Bridging to the Future with HPE <ul style="list-style-type: none"><li>• Explain why customers need edge-centric, cloud-enabled and data-driven solutions</li><li>• Explain how HPE's "cloud everywhere," as-a-service approach enables customers to ignite the value of their applications and data</li><li>• Explain the benefits that HPE partners receive from selling as-a-service solutions</li></ul>
29%	Partnering with HPE to Deliver As-a-Service Solutions <ul style="list-style-type: none"><li>• Describe customer characteristics that indicate an opportunity for HPE as-a-service solutions</li><li>• Describe the business value of HPE as-a-service solutions to customers and partners</li><li>• Explain recommended processes to pursue HPE as-a-service deals</li></ul>
29%	Expanding Your Infrastructure Sales <ul style="list-style-type: none"><li>• Position the right HPE solutions for the customer use case</li><li>• Describe key distinguishing features of HPE solutions</li></ul>

**For more information**

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