

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.

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

Ideal candidate for this exam

HPE channel partner sales professionals

Exam contents

This exam has 30 questions.

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

For more information

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