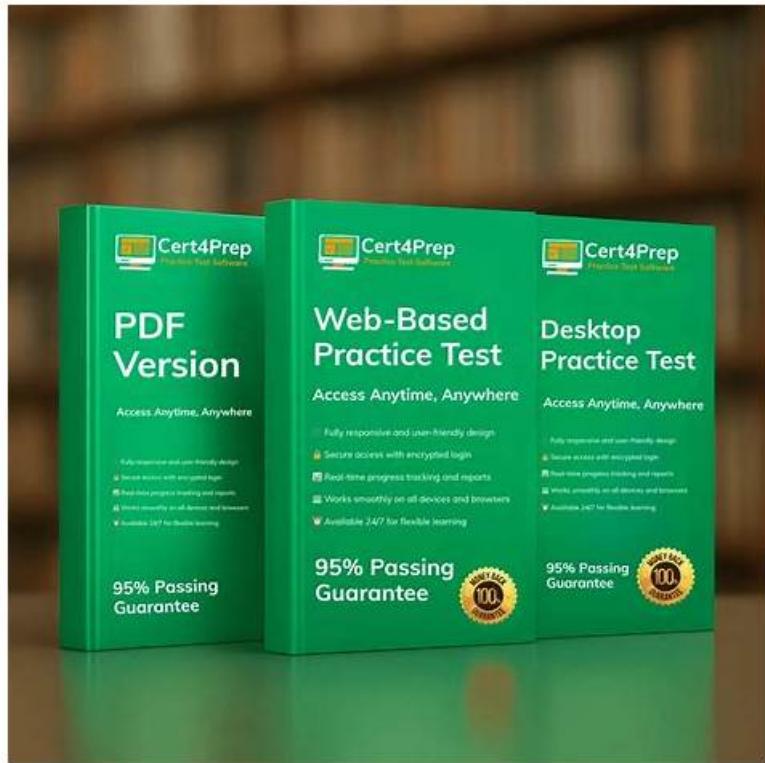# Sample HP HPE2-E84 Test Online | Examcollection HPE2-E84 Dumps

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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q23-Q28):

NEW QUESTION # 23
A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.
Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).
Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Firmware compliance reporting
- B. Virtual Private Network (VPN) monitoring
- C. WAN gateway health monitoring
- D. Cloud-native Network Access Control (NAC) with client profiling

Answer: D

NEW QUESTION # 24

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.
Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.
Why should we pay for HPE GreenLake?"
How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.
- B. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- C. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- D. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.

Answer: A

NEW QUESTION # 25

An HPE sales professional is meeting with a hospital's IT director who is planning a major EHR (Electronic Health Record) system modernization. The IT director has listed several critical concerns.
Customer Requirements:
- The new EHR system is mission-critical and downtime is not an option.
- The hospital's IT team is stretched thin and lacks expertise in complex workload migration.
- The project must be deployed correctly and on-time to meet regulatory deadlines.
- They need ongoing support to ensure the environment remains optimized and secure post-launch.
Which component of the HPE Services portfolio is designed to address the need for expert assistance with planning, migration, and long-term operational support?

- A. HPE Financial Services
- B. A standard HPE hardware warranty
- C. HPE Education Services
- D. HPE Services (combining Advisory and Operational Services)

Answer: D

NEW QUESTION # 26

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.
Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. Advanced client profiling to automatically identify and classify devices connecting to the network.
- B. Consumption analytics showing buffer credit usage over time.
- C. The ability to monitor WAN gateway health and performance.
- D. Centralized dashboard showing the number of access points and switches online.
- E. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.

Answer: A,E

NEW QUESTION # 27

A partner is hesitant to lead with HPE GreenLake because they are accustomed to the large, upfront revenue and margin from traditional hardware sales.
Partner Objection:
"The as-a-service model seems like it will reduce my initial deal size and profitability.
Why should I change my sales motion from a traditional CapEx sale to a GreenLake OpEx deal?" How should an HPE channel manager explain the benefits of the as-a-service model *for the partner*?

- A. Tell the partner they will make the exact same upfront margin as a traditional sale.
- B. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- C. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- D. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.
- E. State that as-a-service deals require less sales effort and technical knowledge.

Answer: C,D

NEW QUESTION # 28

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