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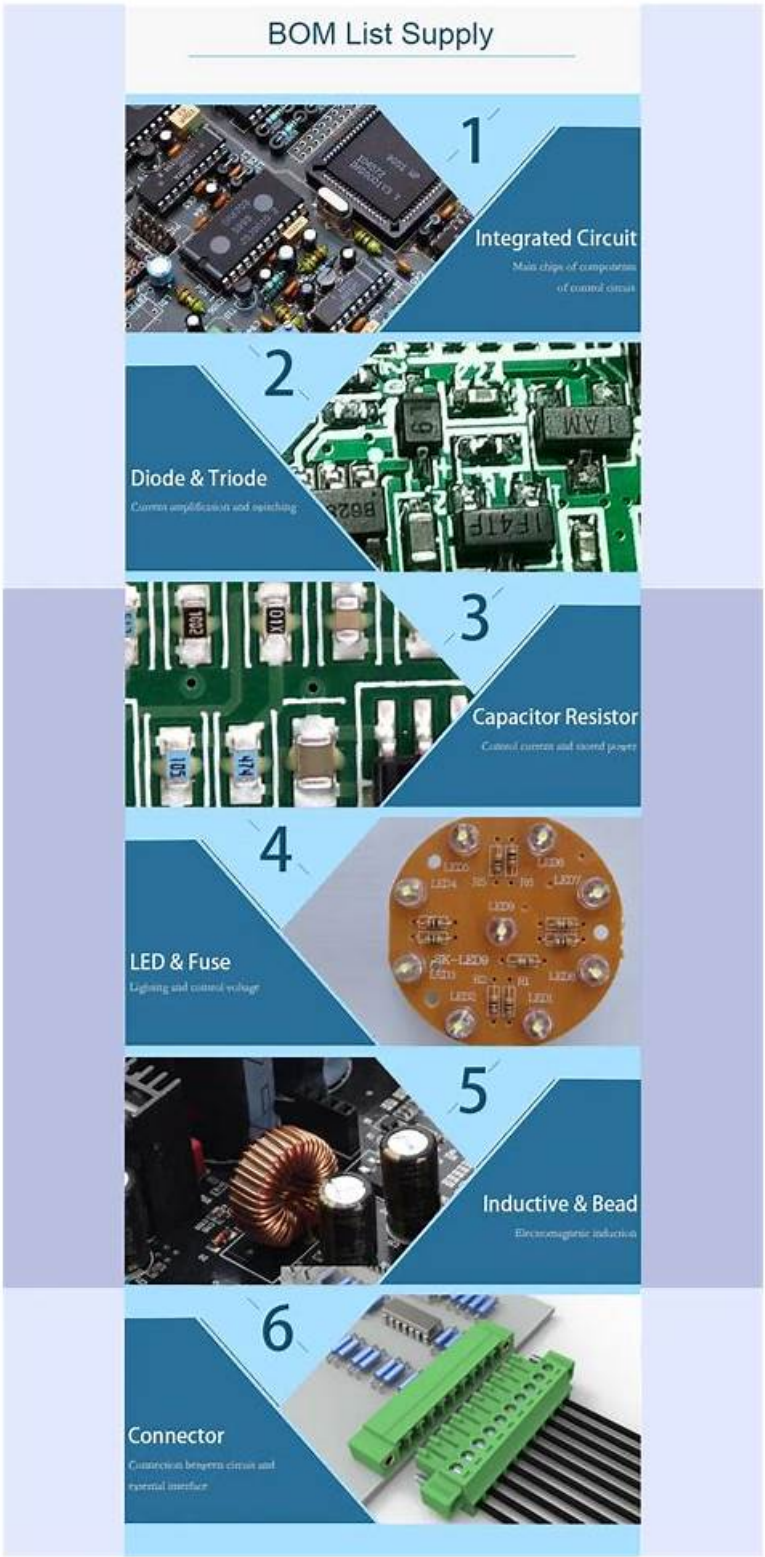

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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28
An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.
Customer Scenario:
- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.
Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. HPE Financial Services, to create a custom lease for new switches.
- B. OpsRamp, to monitor the existing Private Cloud.
- C. Data Services Cloud Console (DSCC), to manage storage for the network.
- D. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.

Answer: D

NEW QUESTION # 29
A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface.
Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.
- B. A cloud-native, single-pane-of-glass management for the entire network lifecycle.
- C. Deep hypervisor integration for managing virtual machines.
- D. The ability to manage HPE Alletra storage arrays.
- E. A built-in ticketing system for managing IT help desk requests.

Answer: A,B

NEW QUESTION # 30
A customer is using HPE GreenLake for Block Storage and wants to optimize their environment to align with business-level

objectives for their critical applications.
Which features of the Data Services Cloud Console (DSCC) should the sales professional highlight to demonstrate how HPE helps achieve this? (Choose 2.) Customer Goal: Ensure business-critical applications (e.g., SAP HANA) always have the necessary performance and protection, managed through a simple, intent-based workflow.

- A. The use of Consumption Analytics to track historical usage and forecast future costs.
- B. Intent-based provisioning where an administrator defines the desired service level (e.g., mission-critical tier) and the system automates placement and data protection.
- C. The ability to provision storage by specifying the capacity, host group, and RAID level.
- D. The ability to monitor power consumption and carbon footprint from the sustainability dashboard.
- E. The use of AI-powered "cross-stack analytics" to predict and prevent performance issues before they impact applications.

Answer: B,E

NEW QUESTION # 31
A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:
Customer Pain Points:
- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.
Which HPE SaaS solution is specifically designed to address all these challenges?

- A. OpsRamp
- B. Data Services Cloud Console (DSCC)
- C. HPE GreenLake for Private Cloud Business Edition
- D. HPE Aruba Networking Central

Answer: D

NEW QUESTION # 32
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. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.
- B. Tell the partner they will make the exact same upfront margin as a traditional sale.
- C. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- D. State that as-a-service deals require less sales effort and technical knowledge.
- E. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.

Answer: A,E

NEW QUESTION # 33
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