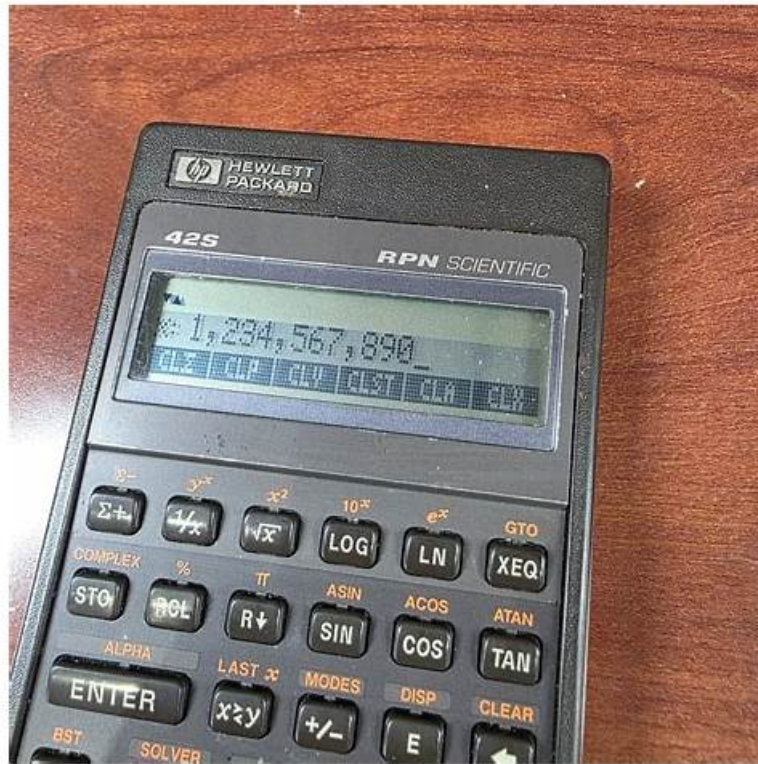


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q33-Q38):

NEW QUESTION # 33

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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- B. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- C. Tell the partner they will make the exact same upfront margin as a traditional sale.
- 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: B,D

NEW QUESTION # 34

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- B. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- C. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.
- D. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.

Answer: C

NEW QUESTION # 35

A CIO of a manufacturing company is outlining their strategic goals for the next three years.

Customer Strategic Goals:

- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.

Which market trends do these goals directly reflect?

- A. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- B. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- C. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- D. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.

Answer: D

NEW QUESTION # 36

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. The ability to scale capacity up or down on demand.
- B. Management of the infrastructure through a cloud-based console.
- C. Access to the latest hardware technology without ownership.
- **D. A pay-per-use consumption model that aligns costs with usage.**

Answer: D

NEW QUESTION # 37

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- **A. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.**
- B. Suggest the customer stop developing hybrid applications.
- C. Propose reducing the customer's compute commitment to save them money.
- **D. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.**
- E. Recommend replacing all existing storage with a larger, upfront capital purchase.

Answer: A,D

NEW QUESTION # 38

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