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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q32-Q37):

NEW QUESTION # 32

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep

expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- B. A public cloud provider's spot instances for cheap, temporary compute.
- C. An outright purchase of HPE ProLiant servers with basic support.
- D. A lease on HPE Alletra storage arrays.

Answer: A

NEW QUESTION # 33

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. Basic break/fix hardware support.
- B. HPE Financial Services Asset Upcycling.
- C. A simple services credit with the GreenLake contract.
- D. HPE Operational Services.

Answer: D

NEW QUESTION # 34

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. Access to the latest hardware technology without ownership.
- C. Management of the infrastructure through a cloud-based console.
- D. A pay-per-use consumption model that aligns costs with usage.

Answer: D

NEW QUESTION # 35

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. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- C. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new,

high-margin offerings.

- D. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- E. State that as-a-service deals require less sales effort and technical knowledge.

Answer: B,C

NEW QUESTION # 36

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.
- B. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.
- C. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- D. By focusing exclusively on providing the server hardware and leaving software integration to the customer.
- E. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.

Answer: A,B,E

NEW QUESTION # 37

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