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

NEW QUESTION # 33

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. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- E. Centralized dashboard showing the number of access points and switches online.

Answer: A,D

NEW QUESTION # 34

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges. How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- B. To suggest that they immediately migrate the workload to the public cloud.
- C. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.
- D. To demonstrate that the pay-per-use model is not working for them.
- E. As proof that the customer's application is inefficient and needs to be rewritten.

Answer: A,C

NEW QUESTION # 35

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.
- C. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- D. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.

Answer: B

NEW QUESTION # 36

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. HPE GreenLake for Block Storage.
- B. HPE Alletra Storage MP array purchased with a traditional support contract.
- C. HPE MSA Storage array purchased outright.
- D. A fully-managed public cloud provider.

Answer: A

NEW QUESTION # 37

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

Answer: A,D

NEW QUESTION # 38

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