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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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

Answer: B

NEW QUESTION # 20

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- **B. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.**
- C. HPE Financial Services Asset Upcycling.
- D. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.

Answer: B

NEW QUESTION # 21

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. Access to the latest hardware technology without ownership.
- B. The ability to scale capacity up or down on demand.
- 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 # 22

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

Answer: C

NEW QUESTION # 23

A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.

Report Snippet: Consumption Analytics

- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.

What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It allows the customer to directly manage the physical server hardware in the data center.
- **B. It provides actionable insights for proactive capacity planning and cost optimization.**
- C. It shows that the hardware is failing and needs to be replaced immediately.
- D. It proves that the customer is not using the service enough to justify the cost.

Answer: B

NEW QUESTION # 24

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