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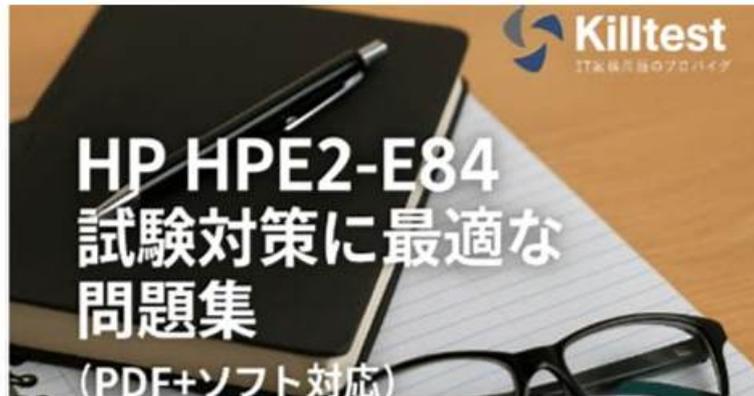
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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16
HPE's overall strategy is to be the "edge-to-cloud" company.
Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy?
(Choose 2.)

- A. By divesting from all networking and edge computing solutions to focus solely on the data center.
- B. By forcing customers to move all their edge data into a centralized public cloud.
- C. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- D. By providing a consistent cloud operating experience for applications and data from the edge to the data center.
- E. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.

Answer: D,E

NEW QUESTION # 17

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It eliminates the need for any on-premises hardware.
- B. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- C. It guarantees a reduction in network latency for all applications.
- D. It provides a perpetual software license with a one-time purchase.

Answer: B

NEW QUESTION # 18

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

Answer: A

NEW QUESTION # 19

A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers.
Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- A. It offers break/fix hardware support with guaranteed service level agreements.
- B. It can free up capital and preserve cash flow for investment in core business activities.
- C. It helps align technology costs with business benefits by spreading payments over time.
- D. It enables a circular economy approach through asset upcycling and certified pre-owned options.
- E. It provides deep technical expertise for migrating workloads to the cloud.

Answer: B,C,D

NEW QUESTION # 20

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. Data Services Cloud Console (DSCC), to manage storage for the network.
- C. OpsRamp, to monitor the existing Private Cloud.

- D. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.

Answer: D

NEW QUESTION # 21

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