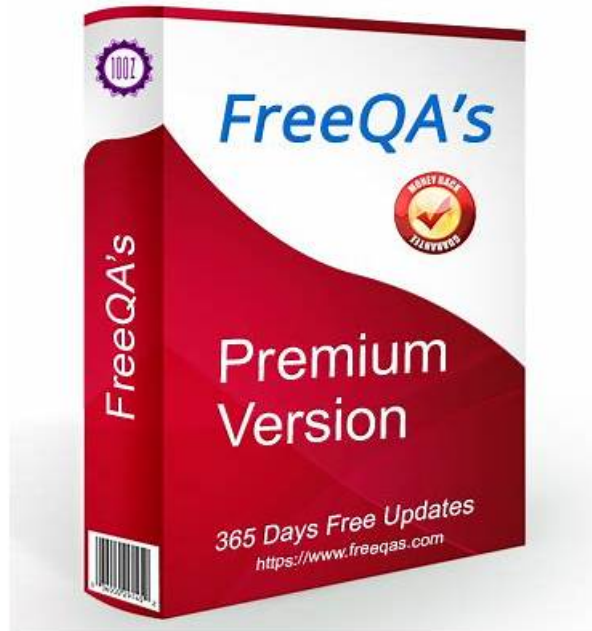


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q15-Q20):

### NEW QUESTION # 15

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.

Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.
- B. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- C. It replaces the need for any specialized network administration staff.
- D. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.
- E. It provides a single, fixed-price perpetual license for the software.

**Answer: A,B,D**

### NEW QUESTION # 16

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. State that as-a-service deals require less sales effort and technical knowledge.
- C. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- 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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.

**Answer: C,D**

### NEW QUESTION # 17

A customer is using HPE GreenLake for Block Storage and wants to optimize their environment to align with business-level objectives for their critical applications.

Which features of the Data Services Cloud Console (DSCC) should the sales professional highlight to demonstrate how HPE helps achieve this? (Choose 2.) Customer Goal: Ensure business-critical applications (e.g., SAP HANA) always have the necessary performance and protection, managed through a simple, intent-based workflow.

- A. The ability to provision storage by specifying the capacity, host group, and RAID level.
- B. The use of AI-powered "cross-stack analytics" to predict and prevent performance issues before they impact applications.
- C. The ability to monitor power consumption and carbon footprint from the sustainability dashboard.
- D. Intent-based provisioning where an administrator defines the desired service level (e.g., mission-critical tier) and the system automates placement and data protection.
- E. The use of Consumption Analytics to track historical usage and forecast future costs.

**Answer: B,D**

### NEW QUESTION # 18

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

- E. It helps align technology costs with business benefits by spreading payments over time.

**Answer: A,B,E**

#### NEW QUESTION # 19

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

**Answer: B**

#### NEW QUESTION # 20

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