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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q21-Q26):

NEW QUESTION # 21

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. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- B. Tell the partner they will make the exact same upfront margin as a traditional sale.
- 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: A,C

NEW QUESTION # 22

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 GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- B. OpsRamp, to monitor the existing Private Cloud.
- C. Data Services Cloud Console (DSCC), to manage storage for the network.
- D. HPE Financial Services, to create a custom lease for new switches.

Answer: A

NEW QUESTION # 23

During a sales conversation about a large data center refresh, a customer raises a significant objection.

Customer Objection:

"We simply don't have the capital budget approved for a multi-million dollar hardware purchase this year. We want to modernize, but our board is pushing to shift all major IT investments to a recurring, operational expense model." Which HPE offerings are specifically designed to overcome this type of financial objection? (Choose 2.)

- A. HPE ProLiant servers with the highest core counts and memory.
- B. HPE Training Services for technical certifications.
- **C. HPE Financial Services, which provides flexible payment solutions like leasing and financing.**
- **D. HPE GreenLake, which provides a pay-per-use consumption model.**
- E. HPE Services for break/fix hardware support.

Answer: C,D

NEW QUESTION # 24

What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It guarantees a lower total cost of ownership over a three-year period.
- **B. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.**
- C. It includes all software licensing for applications running on the infrastructure.
- D. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.

Answer: B

NEW QUESTION # 25

A customer's operations team is struggling to manage their IT environment. They present the following challenges.

Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

Which HPE SaaS solution is specifically designed to address all of these operational challenges?

- A. HPE GreenLake for Block Storage

- B. HPE Aruba Networking Central
- C. OpsRamp
- D. HPE Financial Services

Answer: C

NEW QUESTION # 26

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