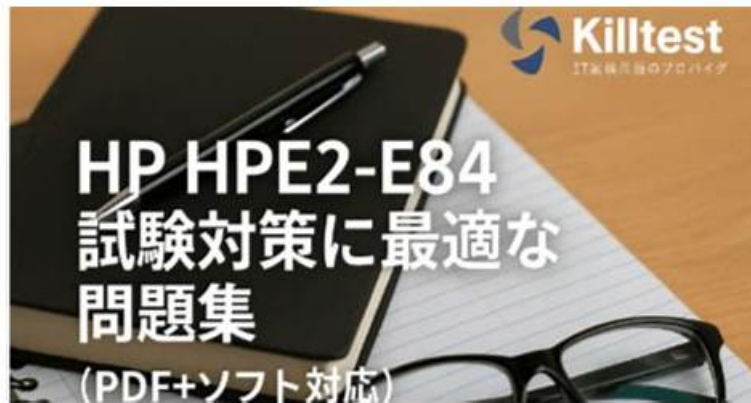


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q18-Q23):

NEW QUESTION # 18

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. The ability to scale capacity up or down on demand.
- B. Access to the latest hardware technology without ownership.
- C. A pay-per-use consumption model that aligns costs with usage.
- D. Management of the infrastructure through a cloud-based console.

Answer: C

NEW QUESTION # 19

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. HPE Education Services
- C. A standard HPE hardware warranty
- D. HPE Financial Services

Answer: A

NEW QUESTION # 20

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

Answer: A

NEW QUESTION # 21

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- **B. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.**
- C. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- D. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.

Answer: B

NEW QUESTION # 22

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to understand the specific value of its AIOPS capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOPS actually do for me?"

How should the sales professional describe the value of AIOPS in HPE Aruba Networking Central?

- A. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.
- B. It automatically orders new hardware when capacity limits are reached.
- C. It allows network administrators to write and execute custom Python scripts directly on the switches.
- D. It generates a single, monthly invoice for all network-related services.

Answer: A

NEW QUESTION # 23

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