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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q30-Q35):

NEW QUESTION # 30

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 # 31

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges.

How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. **To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.**
- B. As proof that the customer's application is inefficient and needs to be rewritten.
- C. To demonstrate that the pay-per-use model is not working for them.
- D. To suggest that they immediately migrate the workload to the public cloud.
- E. **As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.**

Answer: A,E

NEW QUESTION # 32

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- B. **HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.**
- C. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- D. **The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.**
- E. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.

Answer: B,C,D

NEW QUESTION # 33

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

Answer: D

NEW QUESTION # 34

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

Answer: A

NEW QUESTION # 35

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