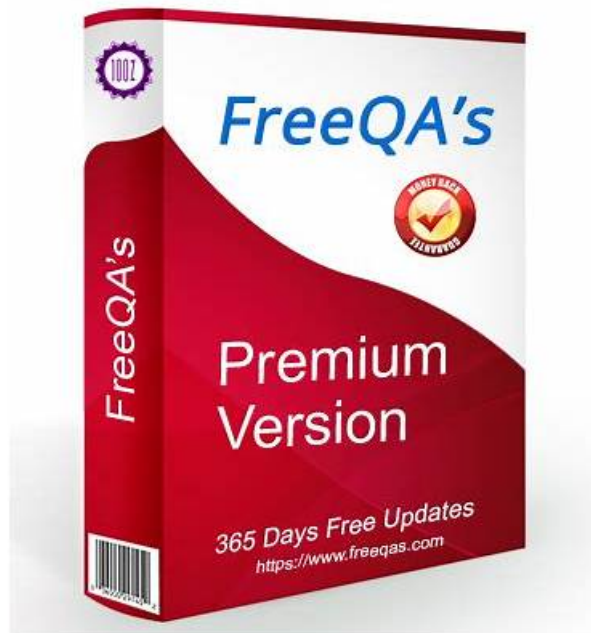


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q26-Q31):

NEW QUESTION # 26

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

Answer: B

NEW QUESTION # 27

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- C. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- **D. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.**

Answer: D

NEW QUESTION # 28

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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- **B. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.**
- C. Tell the partner they will make the exact same upfront margin as a traditional sale.
- **D. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.**
- E. State that as-a-service deals require less sales effort and technical knowledge.

Answer: B,D

NEW QUESTION # 29

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. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- **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. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.

Answer: B

NEW QUESTION # 30

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.

Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.

Why should we pay for HPE GreenLake?"

How should a sales professional position the value of HPE GreenLake against this DIY approach?

- **A. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.**
- B. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- C. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- D. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.

Answer: A

NEW QUESTION # 31

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