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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q23-Q28):

NEW QUESTION # 23

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 # 24

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- B. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- C. Propose reducing the customer's compute commitment to save them money.
- D. Recommend replacing all existing storage with a larger, upfront capital purchase.
- E. Suggest the customer stop developing hybrid applications.

Answer: A,B

NEW QUESTION # 25

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.

Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake for Backup and Recovery
- B. HPE GreenLake for Private Cloud Business Edition
- C. HPE GreenLake for Block Storage
- D. HPE GreenLake using HPE Aruba Networking Central

Answer: D

NEW QUESTION # 26

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

Answer: C

NEW QUESTION # 27

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

Answer: B,D,E

NEW QUESTION # 28

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