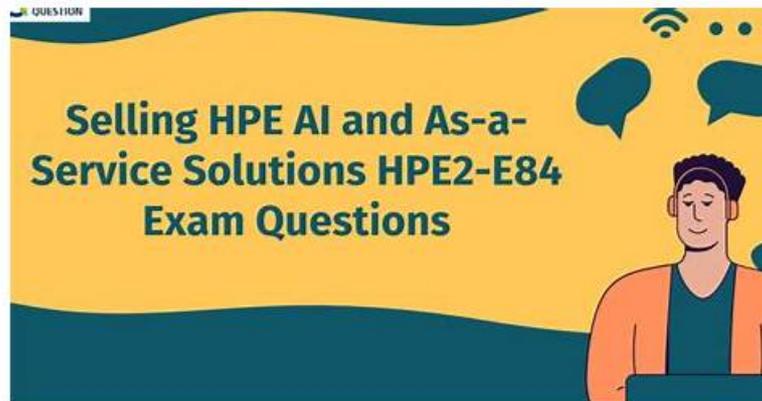


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q23-Q28):

NEW QUESTION # 23

A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.

Report Snippet: Consumption Analytics

- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.

What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It allows the customer to directly manage the physical server hardware in the data center.

- B. It proves that the customer is not using the service enough to justify the cost.
- **C. It provides actionable insights for proactive capacity planning and cost optimization.**
- D. It shows that the hardware is failing and needs to be replaced immediately.

Answer: C

NEW QUESTION # 24

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 # 25

A CIO of a manufacturing company is outlining their strategic goals for the next three years.

Customer Strategic Goals:

- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.

Which market trends do these goals directly reflect?

- A. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- **B. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.**
- C. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- D. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.

Answer: B

NEW QUESTION # 26

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

Answer: D

NEW QUESTION # 27

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 Financial Services
- B. HPE GreenLake for Block Storage
- C. OpsRamp
- D. HPE Aruba Networking Central

Answer: C

NEW QUESTION # 28

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