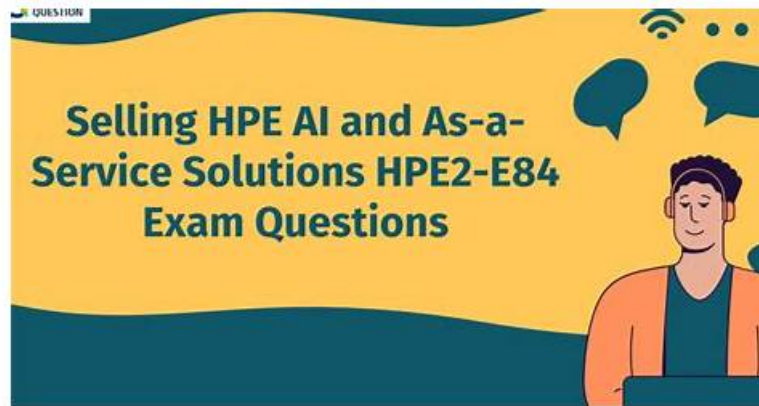


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q35-Q40):

NEW QUESTION # 35

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

Answer: B,C

NEW QUESTION # 36

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

Answer: D

NEW QUESTION # 37

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

Answer: C

NEW QUESTION # 38

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. A fully-managed public cloud provider.
- B. HPE MSA Storage array purchased outright.
- C. HPE Alletra Storage MP array purchased with a traditional support contract.
- **D. HPE GreenLake for Block Storage.**

Answer: D

NEW QUESTION # 39

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

Answer: C,E

NEW QUESTION # 40

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