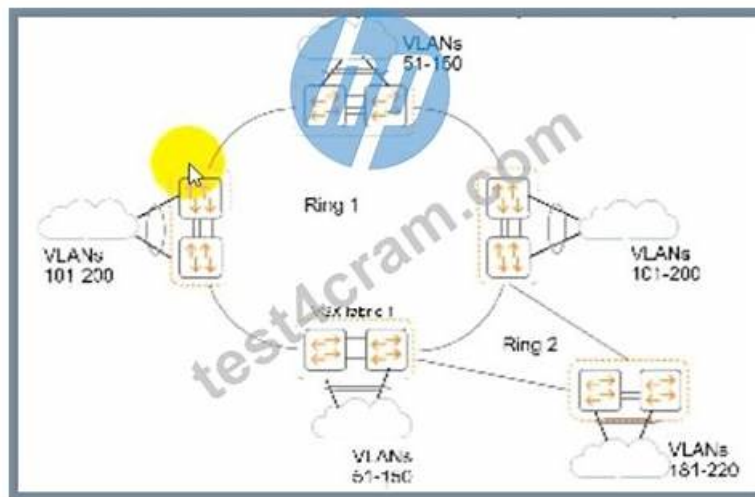# Updated HPE2-E84 Test Cram & Pdf HPE2-E84 Format



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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q29-Q34):

**NEW QUESTION # 29**
What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- B. It guarantees a lower total cost of ownership over a three-year period.
- C. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.
- D. It includes all software licensing for applications running on the infrastructure.

**Answer: A**

**NEW QUESTION # 30**
A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:
Customer Pain Points:
- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.
Which HPE SaaS solution is specifically designed to address all these challenges?

- A. HPE GreenLake for Private Cloud Business Edition
- B. Data Services Cloud Console (DSCC)
- C. OpsRamp
- D. HPE Aruba Networking Central

**Answer: D**

**NEW QUESTION # 31**
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. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- B. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.
- C. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- D. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.

**Answer: B**

**NEW QUESTION # 32**
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. Access to the latest hardware technology without ownership.
- B. The ability to scale capacity up or down on demand.
- C. Management of the infrastructure through a cloud-based console.
- D. A pay-per-use consumption model that aligns costs with usage.

**Answer: D**

**NEW QUESTION # 33**
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. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing

- B. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- C. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- D. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.

**Answer: A**

**NEW QUESTION # 34**

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