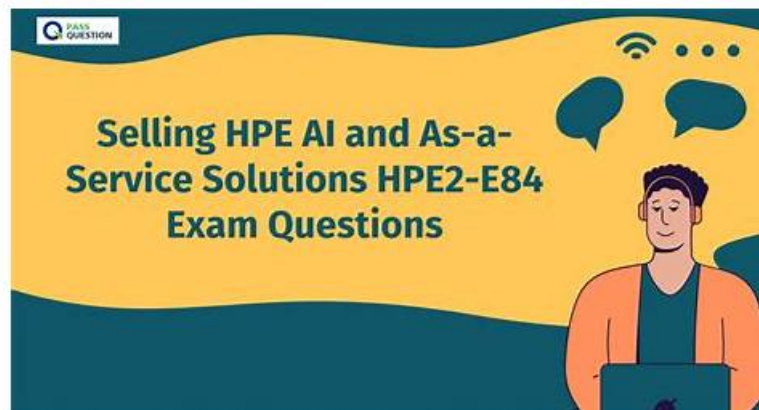


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. Dell APEX offers a faster initial procurement and deployment timeline.
- B. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual

intervention.

- C. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- D. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- E. HPE offers lower monthly pricing for all service tiers.

Answer: B,C,D

NEW QUESTION # 14

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

Answer: B

NEW QUESTION # 15

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

Answer: A,B

NEW QUESTION # 16

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. A public cloud provider's spot instances for cheap, temporary compute.
- B. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- C. A lease on HPE Alletra storage arrays.
- D. An outright purchase of HPE ProLiant servers with basic support.

Answer: B

NEW QUESTION # 17

A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface. Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.
- B. A built-in ticketing system for managing IT help desk requests.
- C. The ability to manage HPE Alletra storage arrays.
- D. Deep hypervisor integration for managing virtual machines.
- E. A cloud-native, single-pane-of-glass management for the entire network lifecycle.

Answer: A,E

NEW QUESTION # 18

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