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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q39-Q44):

### NEW QUESTION # 39

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

Answer: C

### NEW QUESTION # 40

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- B. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- C. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.
- D. HPE Financial Services Asset Upcycling.

Answer: C

### NEW QUESTION # 41

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. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- B. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- C. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual

intervention.

- D. HPE offers lower monthly pricing for all service tiers.
- E. Dell APEX offers a faster initial procurement and deployment timeline.

**Answer: A,B,C**

#### NEW QUESTION # 42

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

**Answer: A**

#### NEW QUESTION # 43

A partner is hesitant to lead with HPE GreenLake because they are accustomed to the large, upfront revenue and margin from traditional hardware sales.

Partner Objection:

"The as-a-service model seems like it will reduce my initial deal size and profitability.

Why should I change my sales motion from a traditional CapEx sale to a GreenLake OpEx deal?" How should an HPE channel manager explain the benefits of the as-a-service model \*for the partner\*?

- **A. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.**
- B. State that as-a-service deals require less sales effort and technical knowledge.
- C. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- **D. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.**
- E. Tell the partner they will make the exact same upfront margin as a traditional sale.

**Answer: A,D**

#### NEW QUESTION # 44

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