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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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

**Answer: B**

### NEW QUESTION # 22

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. OpsRamp, to monitor the existing Private Cloud.
- **B. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- C. Data Services Cloud Console (DSCC), to manage storage for the network.
- D. HPE Financial Services, to create a custom lease for new switches.

**Answer: B**

### NEW QUESTION # 23

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy? (Choose 2.)

- **A. By providing a consistent cloud operating experience for applications and data from the edge to the data center.**
- **B. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.**
- C. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- D. By divesting from all networking and edge computing solutions to focus solely on the data center.
- E. By forcing customers to move all their edge data into a centralized public cloud.

**Answer: A,B**

### NEW QUESTION # 24

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

**Answer: B,C,D**

#### NEW QUESTION # 25

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- B. It guarantees a reduction in network latency for all applications.
- C. It provides a perpetual software license with a one-time purchase.
- D. It eliminates the need for any on-premises hardware.

**Answer: A**

#### NEW QUESTION # 26

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