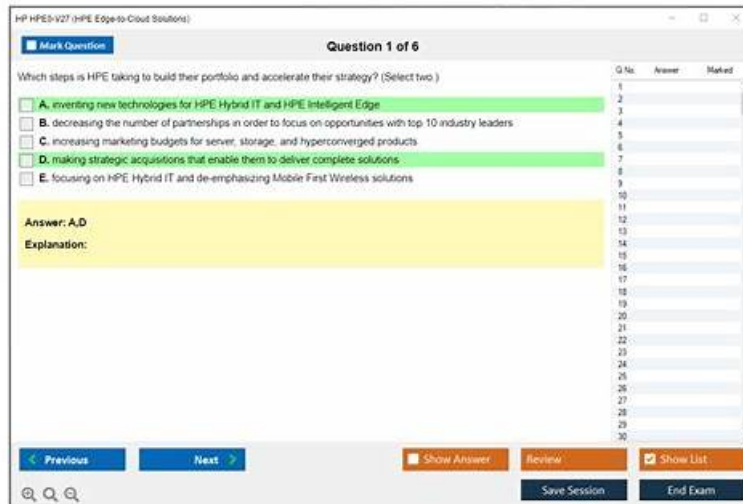


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HPE Edge-to-Cloud Solutions Sample Questions (Q97-Q102):

NEW QUESTION # 97

Your customer has the following concerns about your dHCI proposal:

The extended lead times for some parts of the solution do not meet their Project timelines.

They do not have sufficient IT resources to deploy a new solution.

They are struggling with the initial cost outlay.

Which solution addresses all three of their concerns?

- A. Rebuild the solution in OCA, and look for opportunities in the tool to replace long lead time components with similar components that have shorter lead times. Also with your sales team to revise the cost of the solution to meet customer needs.
- B. Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly.
- C. Use the HPE Assessment Foundry to find ways to lower the amount of storage needed. Use the results of the reports to use cheaper drives in the storage array. Also HPE Pointnext services for installation.

- D. Use the HPE TCO and ROI calculator to develop a compelling business case that highlights the value proposition as well as essential financial metrics that are important to the customers.

Answer: B

Explanation:

The solution that addresses all three of the customer's concerns is D. Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly. This is because HPE GreenLake is a cloud service that delivers on-premises or edge solutions with a pay-per-use pricing model, flexible capacity, and fully managed services. HPE GreenLake offers the following benefits for the customer: It reduces the lead time for the solution delivery, as HPE GreenLake can provide ready-to-ship solutions in 14 days or less, depending on the availability and complexity of the solution.

It lowers the IT resources required to deploy and manage the solution, as HPE GreenLake provides end-to-end services, including installation, configuration, monitoring, backup, patching, and tuning of the solution, freeing up the customer's IT staff to focus on value-added activities.

It alleviates the initial cost outlay, as HPE GreenLake charges the customer only for the actual usage of the solution, avoiding upfront capital expenses and overprovisioning or underutilization of resources.

NEW QUESTION # 98

Your customer required a managed private cloud solution of which they can retain ownership for tax purposes. Which delivery model should you recommend?

- A. Traditional purchase with GreenLake management services.
- B. HPE GreenLake for Virtual Desktop Infrastructure (VDI).
- **C. HPE Financial Services lease with GreenLake management services.**
- D. Custom HPE GreenLake solution based on a reference architecture.

Answer: C

Explanation:

A managed private cloud solution is one where the customer has a dedicated cloud environment that is managed by a third-party provider. The customer can benefit from the scalability, flexibility, and security of the cloud, without having to deal with the infrastructure management and maintenance. However, the customer may also have specific requirements for ownership and tax purposes, such as retaining the title of the assets or depreciating them over time. In this case, a traditional purchase or a custom HPE GreenLake solution may not be suitable, as they would either require the customer to pay upfront for the infrastructure or transfer the ownership to HPE. HPE GreenLake for VDI is also not a good option, as it is a specific solution for virtual desktops, not a general-purpose cloud platform.

The best option for the customer is to use HPE Financial Services lease with GreenLake management services.

This option allows the customer to lease the infrastructure from HPE Financial Services, while HPE GreenLake provides the management and pay-per-use billing for the cloud services. The customer can retain the ownership of the assets at the end of the lease term, or renew the lease with updated technology. The customer can also take advantage of the tax benefits of leasing, such as deducting the lease payments as operating expenses or claiming depreciation allowances. This option provides the customer with a managed private cloud solution that meets their ownership and tax needs, while also offering the advantages of HPE GreenLake, such as cost savings, agility, and innovation. References: HPE GreenLake Cloud Services, HPE Financial Services, HPE GreenLake for Private Cloud Enterprise

NEW QUESTION # 99

A customer is interested in a HPE SAP HANA solution based on HPE SuperDome Flex and HPE Alletra 9000.

Which additional product should you offer them?

- A. HPE Apollo 6500 Gen10 Plus
- **B. HPE GreenLake for database**
- C. HPE GreenLake for Private Cloud Enterprise
- D. HPE StoreOnce

Answer: B

Explanation:

HPE GreenLake for database is a cloud service that provides a fully managed, pay-per-use, and scalable solution for SAP HANA and other databases. It enables customers to run their mission-critical workloads on HPE Superdome Flex and HPE Alletra 9000, while enjoying the benefits of cloud economics, flexibility, and security. HPE GreenLake for database also offers features such as backup and recovery, high availability, disaster recovery, and performance optimization. By offering HPE GreenLake for database to the customer, you can help them simplify their database operations, reduce their costs and risks, and accelerate their time to value. References: HPE GreenLake for database, HPE GreenLake for SAP HANA, HPE Superdome Flex Solutions for SAP HANA

NEW QUESTION # 100

Which solution allows customers to independently scale compute and storage resources and to redefine them dynamically?

- A. HPE ProLiant Gen10
- B. HPE Nimble
- C. HPE SGI
- D. HPE Synergy

Answer: D

NEW QUESTION # 101

What is a correct formula to calculate business value?

- A. profit = revenue + expenses
- B. profit = revenue * expenses
- C. profit = revenue / expenses
- D. profit = revenue - expenses

Answer: D

Explanation:

Business value is a measure of the benefits that an organization or a project delivers to its stakeholders, such as customers, employees, shareholders, or society.

One way to quantify business value is to calculate the profit, which is the difference between the revenue and the expenses of an organization or a project.

Revenue is the income that an organization or a project generates from its products, services, or other sources.

Expenses are the costs that an organization or a project incurs to operate, produce, or deliver its products, services, or other outputs.

Therefore, the formula to calculate profit is: profit = revenue - expenses.

For example, if an organization has a revenue of \$100,000 and an expense of \$80,000, its profit is \$20,000.

NEW QUESTION # 102

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