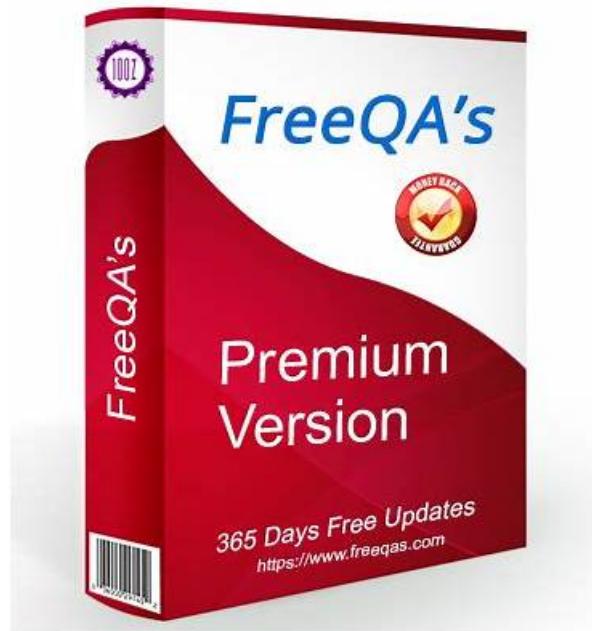


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q15-Q20):

### NEW QUESTION # 15

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

**Answer: D**

### **NEW QUESTION # 16**

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Virtual Private Network (VPN) monitoring
- B. **Cloud-native Network Access Control (NAC) with client profiling**
- C. WAN gateway health monitoring
- D. Firmware compliance reporting

**Answer: B**

### **NEW QUESTION # 17**

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. **Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.**
- 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. Tell the partner they will make the exact same upfront margin as a traditional sale.
- E. **Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.**

**Answer: A,E**

### **NEW QUESTION # 18**

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.

Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. **Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.**
- B. Consumption analytics showing buffer credit usage over time.
- C. Centralized dashboard showing the number of access points and switches online.
- D. **Advanced client profiling to automatically identify and classify devices connecting to the network.**
- E. The ability to monitor WAN gateway health and performance.

**Answer: A,D**

### **NEW QUESTION # 19**

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- B. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- C. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- D. **Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.**

**Answer: D**

### **NEW QUESTION # 20**

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