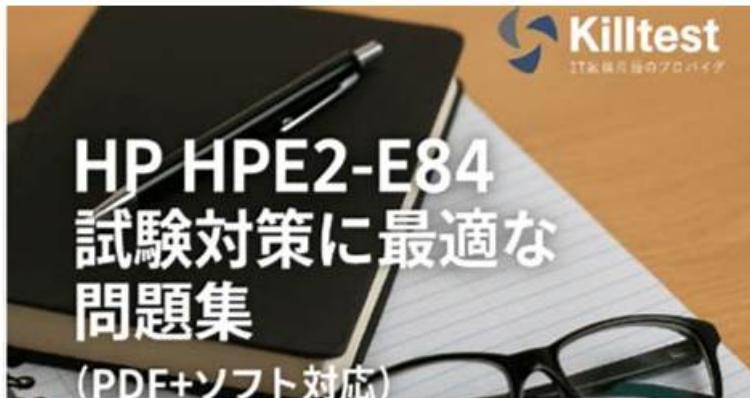


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## **HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q33-Q38):**

### **NEW QUESTION # 33**

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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- C. Tell the partner they will make the exact same upfront margin as a traditional sale.

- D. State that as-a-service deals require less sales effort and technical knowledge.
- E. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.

**Answer: A,E**

#### **NEW QUESTION # 34**

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. Firmware compliance reporting
- C. WAN gateway health monitoring
- D. Cloud-native Network Access Control (NAC) with client profiling

**Answer: D**

#### **NEW QUESTION # 35**

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. The ability to manage HPE Alletra storage arrays.
- C. Deep hypervisor integration for managing virtual machines.
- D. A built-in ticketing system for managing IT help desk requests.
- E. A cloud-native, single-pane-of-glass management for the entire network lifecycle.

**Answer: A,E**

#### **NEW QUESTION # 36**

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

**Answer: B**

#### **NEW QUESTION # 37**

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.
- B. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- C. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.

- D. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- E. **HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.**

**Answer: A,C,E**

#### **NEW QUESTION # 38**

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