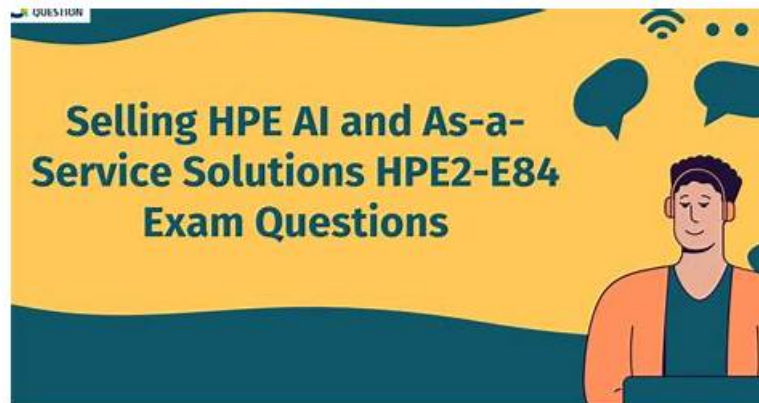


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q38-Q43):

NEW QUESTION # 38

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. A pay-per-use consumption model that aligns costs with usage.
- B. Management of the infrastructure through a cloud-based console.
- C. The ability to scale capacity up or down on demand.
- D. Access to the latest hardware technology without ownership.

Answer: A

NEW QUESTION # 39

A customer is starting their AI journey and is confused by the different types of AI. They provide a list of potential projects.

Customer AI Project List:

1. A chatbot to answer common HR questions.
2. A system to analyze factory sensor data to predict machine failure.
3. A tool to generate marketing copy for new products.
4. An application to create realistic images from text descriptions.

The sales professional needs to explain that projects 3 and 4 belong to a specific, transformative category of AI.

Which category is this?

- **A. Generative AI**
- B. Machine Learning
- C. Predictive Analytics
- D. Robotic Process Automation (RPA)

Answer: A

NEW QUESTION # 40

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. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.**
- D. Tell the partner they will make the exact same upfront margin as a traditional sale.
- E. State that as-a-service deals require less sales effort and technical knowledge.

Answer: A,C

NEW QUESTION # 41

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

Answer: B,E

NEW QUESTION # 42

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.
- **B. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-**

premises to public cloud.

- C. It is a network management tool used only for configuring HPE Aruba switches and access points.
- D. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.

Answer: B

NEW QUESTION # 43

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