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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13
A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:
Customer Pain Points:
- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.
Which HPE SaaS solution is specifically designed to address all these challenges?

- A. Data Services Cloud Console (DSCC)

- B. HPE GreenLake for Private Cloud Business Edition
- C. OpsRamp
- D. HPE Aruba Networking Central

Answer: D

NEW QUESTION # 14
A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers.
Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- A. It offers break/fix hardware support with guaranteed service level agreements.
- B. It can free up capital and preserve cash flow for investment in core business activities.
- C. It provides deep technical expertise for migrating workloads to the cloud.
- D. It helps align technology costs with business benefits by spreading payments over time.
- E. It enables a circular economy approach through asset upcycling and certified pre-owned options.

Answer: B,D,E

NEW QUESTION # 15
A CIO of a manufacturing company is outlining their strategic goals for the next three years.
Customer Strategic Goals:
- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.
Which market trends do these goals directly reflect?

- A. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.
- B. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- C. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- D. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.

Answer: A

NEW QUESTION # 16
What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.
- B. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- C. It includes all software licensing for applications running on the infrastructure.
- D. It guarantees a lower total cost of ownership over a three-year period.

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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.

- B. State that as-a-service deals require less sales effort and technical knowledge.
- C. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.
- D. Tell the partner they will make the exact same upfront margin as a traditional sale.
- E. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.

Answer: C,E

NEW QUESTION # 18
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