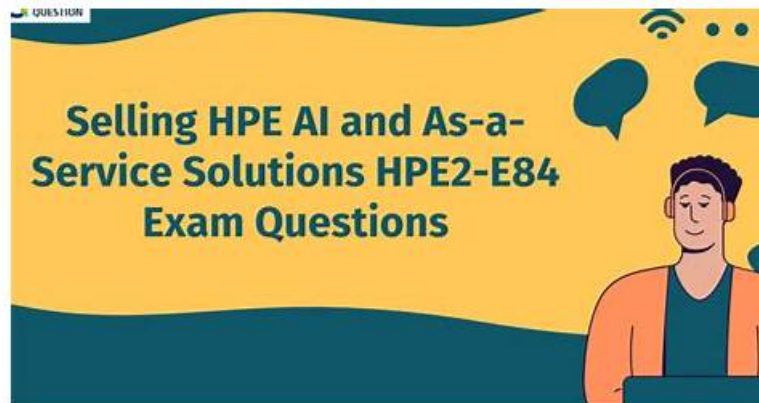# Quiz 2026 HPE2-E84: Selling HPE AI and As-a-Service Solutions Newest New Cram Materials

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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16
A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.
Competitive Differentiator: Unified Cloud Experience
HPE Position:
- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.
Known Competitor Information (Dell APEX):
- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.
Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- B. Dell APEX offers a faster initial procurement and deployment timeline.
- C. HPE offers lower monthly pricing for all service tiers.

- D. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- E. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.

Answer: A,D,E

NEW QUESTION # 17

What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

- A. To provide basic file and print services for small office environments.
- B. To replace all human employees with automated systems.
- C. To offer a simple, low-cost alternative to traditional desktop computers for office productivity applications.
- D. To enable organizations to analyze vast amounts of data, run complex simulations, and train AI models to accelerate innovation and gain competitive insights.

Answer: D

NEW QUESTION # 18

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

Answer: A

NEW QUESTION # 19

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.
Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- B. The functionality to order new physical servers directly from the OpsRamp dashboard.
- C. The ability to manage HPE Aruba network switches at the command-line level.
- D. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- E. Seamless integration with third-party tools and public clouds to provide a single source of truth.

Answer: A,D,E

NEW QUESTION # 20

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.
Customer Scenario:
- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. HPE Financial Services, to create a custom lease for new switches.
- B. OpsRamp, to monitor the existing Private Cloud.
- C. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- D. Data Services Cloud Console (DSCC), to manage storage for the network.

Answer: C

NEW QUESTION # 21

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