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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE Financial Services Asset Upcycling.
- B. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- C. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- **D. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.**

Answer: D

NEW QUESTION # 26

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. HPE Financial Services Asset Upcycling.
- **B. HPE Operational Services.**
- C. Basic break/fix hardware support.
- D. A simple services credit with the GreenLake contract.

Answer: B

NEW QUESTION # 27

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. HPE GreenLake for Private Cloud Business Edition
- B. OpsRamp
- **C. HPE Aruba Networking Central**
- D. Data Services Cloud Console (DSCC)

Answer: C

NEW QUESTION # 28

What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To provide only break/fix hardware replacement for servers and storage.
- **B. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.**
- C. To offer financing and leasing options to help customers acquire technology with an OpEx model.
- D. To sell third-party software licenses for applications that run on HPE hardware.

Answer: B

NEW QUESTION # 29

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

Answer: B,C,D

NEW QUESTION # 30

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