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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10

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's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- B. HPE offers lower monthly pricing for all service tiers.
- C. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- D. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- E. Dell APEX offers a faster initial procurement and deployment timeline.

Answer: A,C,D

NEW QUESTION # 11

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

Answer: D

NEW QUESTION # 12

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose reducing the customer's compute commitment to save them money.
- B. Recommend replacing all existing storage with a larger, upfront capital purchase.
- C. Suggest the customer stop developing hybrid applications.
- D. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- E. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.

Answer: D,E

NEW QUESTION # 13

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks. Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake for Backup and Recovery
- B. HPE GreenLake for Block Storage
- **C. HPE GreenLake using HPE Aruba Networking Central**
- D. HPE GreenLake for Private Cloud Business Edition

Answer: C

NEW QUESTION # 14

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaaS) and AI solutions?

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- **C. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.**
- D. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.

Answer: C

NEW QUESTION # 15

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