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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q21-Q26):

**NEW QUESTION # 21**
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 enables a circular economy approach through asset upcycling and certified pre-owned options.
- 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 can free up capital and preserve cash flow for investment in core business activities.

**Answer: B,D,E**

**NEW QUESTION # 22**
A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- B. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- C. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- D. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.
- E. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.

**Answer: B,D,E**


**NEW QUESTION # 23**
A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.
Customer Profile:
- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.
Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. A public cloud provider's spot instances for cheap, temporary compute.
- B. An outright purchase of HPE ProLiant servers with basic support.
- C. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- D. A lease on HPE Alletra storage arrays.

**Answer: C**


**NEW QUESTION # 24**
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 guarantees a lower total cost of ownership over a three-year period.
- B. It includes all software licensing for applications running on the infrastructure.
- C. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- D. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.

**Answer: C**


**NEW QUESTION # 25**
What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It eliminates the need for any on-premises hardware.
- B. It guarantees a reduction in network latency for all applications.
- C. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- D. It provides a perpetual software license with a one-time purchase.

**Answer: C**

**NEW QUESTION # 26**

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