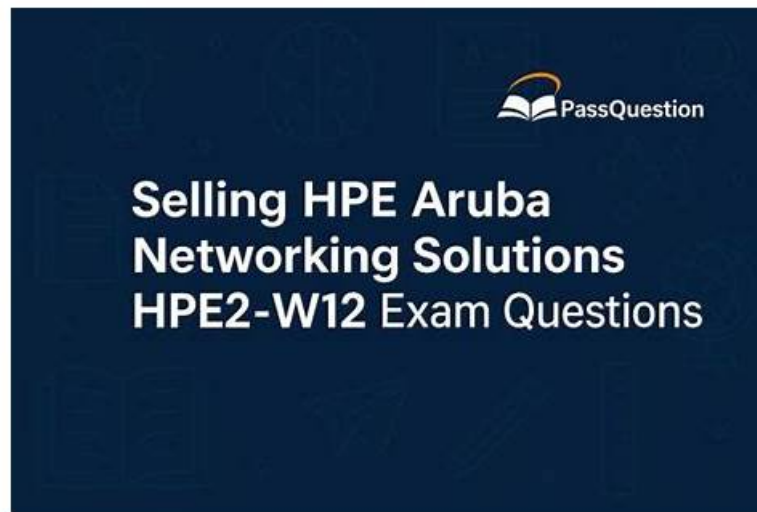


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q36-Q41):

### NEW QUESTION # 36

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

**Answer: B,D**

#### NEW QUESTION # 37

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors. Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. The ability to monitor WAN gateway health and performance.
- B. Advanced client profiling to automatically identify and classify devices connecting to the network.
- C. Consumption analytics showing buffer credit usage over time.
- D. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- E. Centralized dashboard showing the number of access points and switches online.

**Answer: B,D**

#### NEW QUESTION # 38

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

**Answer: A**

#### NEW QUESTION # 39

A manufacturing client wants to implement an AI solution to improve quality control by visually inspecting products on the assembly line. The solution must be able to identify microscopic defects in real-time. This requires processing high-resolution video streams with extremely low latency.

What are the key infrastructure requirements that an HPE sales professional must identify for this AI use case? (Choose 2.)

- A. High-throughput, low-latency networking to move video data without delay.
- B. Low-power, low-cost CPUs for maximum energy efficiency.
- C. A simple file-sharing protocol like SMB.
- D. High-performance, GPU-based accelerated computing to run the AI inference models.
- E. A centralized, cloud-only storage solution for archiving data.

**Answer: A,D**

#### NEW QUESTION # 40

A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface.

Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. A built-in ticketing system for managing IT help desk requests.

- B. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.
- C. A cloud-native, single-pane-of-glass management for the entire network lifecycle.
- D. The ability to manage HPE Alletra storage arrays.
- E. Deep hypervisor integration for managing virtual machines.

**Answer: B,C**

## NEW QUESTION # 41

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